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VOL. V

NEW YORK, DECEMBER 17, 1919

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Table of Contents

EDITORIALS—

Longworth Bill Should Pass	5
Telling the Buyer	6
New Narcotic Regulations	6

FEATURE TRADE ARTICLE—

Necessity for the Longworth Bill, by Dr. Bernhard C. Hesse	7
--	---

TRADE NEWS—

Control of Dye Imports Explained and Motives of Opponents Exposed	9
Bureau of Chemistry's Research Work	11
Should Gas Companies Produce Intermediates for Dye Makers?	12
New Deposits of Kauri Gum Discovered in New Zealand	13
Safety Council Seeks to Prevent Skin Diseases in Chemical Industry	14

MARKET REPORTS—

Drugs and Chemicals	16-17
Essential Oils	18-19
Heavy Chemicals	20-21
Colors and Dyestuffs	22-23
The Oil Markets	24-25
Foreign Markets	26-27

PRICES CURRENT	28-39
----------------------	-------

IMPORTS	39-40
---------------	-------

Longworth Bill Should Pass

"Textile men are afraid of European competition if a fabric is dyed with a better dye than is produced in the United States," said Henry Wigglesworth in testifying before the Senate Finance Committee at the hearing on the Longworth bill. The statement draws public attention to the motives behind the opposition to the dye licensing system. Because their personal interests are affected they would allow German dye makers to kill the American industry, and leave the country without resources upon which to draw in time of war for the manufacture of explosives.

"While the war was on, a great many of the domestic dye-users were very emphatically of the opinion that no conceivable cost could be too high to pay for a self-contained coal-tar dye industry," said Dr. Bernhard C. Hesse in a paper read before Franklin Institute, recently. That was the opinion of these same manufacturers of textiles when they saw their trade facing ruin for lack of dyes. That was during the war. Now the war is over, and their "patriotism" is oozing out of their boots. They are no longer willing to encourage the American dye industry because they fear Germany may produce dyes that will catch the popular favor and win over some part of their trade.

It should be brought forcibly to the attention of Senators, who are soon to act on the Longworth bill and the dye licensing system, that of the 383 dyes imported, according to the report of the Tariff Commission for 1918, only 138 were manufactured in the United States in 1918, leaving 245 points of attack, as Dr. Hesse says, from foreign makers. "What could reasonably be expected from a foreign maker? Would he not first import the 245 dyes which we were not making and then sail in for the 138 or more that we are making? Of course he would."

Then the American dye industry will be where the woodbine twineth, and the notice will read "Friends are requested not to send flowers."

With German dyes immediately available, textile and other dye-consuming interests will turn to the members of the United States Dyestuffs and Chemical Association, importers of German dyes, who are fighting the Longworth bill day and night, and say fetch 'em along, and even high tariff rates cannot stop the flood of dyes that will be poured into this country. With the mark at its present low exchange rate German dyes will be so cheap that American manufacturers will close their plants rather than attempt to compete with German prices. Congress should pass the Longworth bill as it stands, ad valorem rates, specific duties, dye licensing system included. "The opposition not only must but ought to fail."

Telling the Buyer

Joke-swapping, cigar-giving, drink-buying drummers cannot sell chemicals. Chemicals are technical products used in highly technical ways, and success as a chemical salesman is won more and more by the man who knows what he is selling and what use the buyer is going to make of the product. Along with his goods, the chemical salesman must more and more sell expert technical service.

And yet, selling chemicals is not a cut and dried proposition. Percentage and weights, kegs and carboys, f.a.s. and f.o.b., are all unromantic things, but the chemicals are the very heart of modern industry. Every manufactured product from match tips to steel rails depends upon the chemical industry, and chemicals are the key to the romance of big industry.

Selling chemicals in this country has been tremendously modernized during the war. There is, naturally an increasing demand for chemical salesmen with technical training in chemistry. Sales efforts include technical advice on the employment of chemicals and a scientific propaganda in the development of new markets. A brighter and a broader vision inspires the selling departments of American chemicals manufacturers. Evidence of these new sales conditions are now forthcoming in chemical advertising; and we are glad to break one of our strict editorial rules and to call particular attention to the announcement of the Walker Chemical Company appearing in this issue. The formal, business-card announcement of most chemical manufacturers and dealers is supplemented here with selling facts of interest to prospective buyers. This company is not content to tell the world that they manufacture a certain chemical. They want the buyers to know that they manufacture a chemical of specific characteristics, and in their advertisement they summarize these individualities of their product. They tell its melting point, its chemical analysis and the containers and the weights in which they ship.

This is advertising that can serve as a pleasing and profitable example to many chemical firms. Every chemical product, no matter how standardized, that is made by one manufacturer has some selling argument, and every chemical manufacturer knows this. It may be price; it may be packing. The product may have some chemical or some physical characteristic. It may be even more prompt shipments or more carefully maintained standards. But it makes no difference whether a manufacturer is making the newest development in coal-tar dyes or roll sulphur, each brand, each maker's goods has particular selling arguments of its own.

We do not expect that the manufacturer of Caustic Soda will enliven his advertising with rhymes about "Sunny Jim" nor that the maker of benzol will use Maxfield Parrish drawings in his trade announcements; but we know that there is greater profit in much advertising in the pages of this paper, if the advertiser will use his space to tell the buyer the things the buyer wants to know.

The New Narcotic Regulations

The Internal Revenue Department has recently issued in revised form Bulletin No. 35 containing the regulations relating to the importation, manufacture, production, compounding, sale, dispensing, and giving away of any of the narcotics included in the original Harrison Act and the amended sections passed by Congress in 1918. Viewed in their entirety, probably no regulations ever issued by Governmental authority have provided such a multiplicity of detail or minute specialization of the requirements of any law. With respect to the object of the Narcotic Act, the regulations impose upon all individuals who come under the provisions of the law the duty of keeping records which practically amounts to a personal history of their connection with the narcotic traffic.

A perusal of the regulations is sufficient to convince anyone of the determination of the Governmental authorities to enforce the law, and the thoroughness with which every section and paragraph has been drafted is evidence of a full comprehension of the ramifications of the traffic in narcotics. In one direction at least, the regulations tend to be helpful to those coming under their application in that the authorities have placed the various articles named in the regulations in juxtaposition with the provisions of law to which they most nearly relate. With this help no manufacturer or dealer, if he devotes the time and attention he should to the study of the regulations, need have any great difficulty in understanding just where he stands with respect to the application of the law to his particular field of operations. Special liability follows the transactions of every one dealing in narcotics, and no one can afford to make a mis-step; so far as the law is concerned, both sins of omission and of commission are fatal—and costly.

The points of contact which bear directly upon the operations of the manufacturer and wholesale dealer are specific and mandatory, and one cannot transact business which belongs to the category of the other without incurring liability belonging to the particular class of persons to which such transactions belong. In other words, liability attaches to every person who imports, manufactures, sells, or in any way engages in the traffic of narcotics; he must be registered, must pay one or more of the several special taxes imposed, must prepare inventories, keep records, and in general furnish a complete history of his entire connection with all of the articles covered by the narcotic act. With the possible exception of legislation in pre-prohibition days, no act ever placed upon the statute books is so far-reaching in the effort to prohibit the use of any commodity as that which aims to restrict the traffic in narcotic drugs.

Niagara Falls chemical companies were well represented at a meeting to discuss the coal shortage. Among those present were Frank S. Low, Niagara Falls Alkali Co.; E. L. Betts, Hooker Electrochemical Co., and C. F. Vaughn, Mathieson Alkali Co. It was decided that Niagara Falls plants which have a big supply of bituminous coal should assist other plants in that location.

Necessity for the Longworth Bill

Why Dye Imports Should Be Restricted, and Germans Made to Pay for the Privileges of the American Market

By DR. BERNHARD C. HESSE, General Chemical Company, New York

*Paper read before the Franklin Institute, Philadelphia, Nov. 6, 1919.

THE total manufacturers' value of dyes imported into and made in the United States in 1913 may be put at approximately twelve million five hundred thousand dollars. Distributing these dyes to the domestic dye-using industries, together with the service that necessarily is supplied by the dye-selling houses, may have brought the total cost to the dye-user of these goods delivered at his plant up to twenty-five million dollars or thereabouts.

To a country like ours, which in 1914 produced upwards of twenty-four billion dollars of manufactured goods, taken at the net selling value at the factory, \$12,500,000 does look like a very small drop in a bucket, doesn't it? Just under one-twentieth of 1 per cent. Now the tonnage or actual value of watch-hands used in this country may be very trifling, but a watch without hands is useless. So with dyes. Eliminate the color produced by coal-tar dyes from the host of colored articles about you in daily life and see utility disappear and values shrink to insignificance!

Affects 1,000,000 American Workers

This little amount and small money value of coal-tar dyes affects, by and large and quite directly, the livelihood of more than one million employees in this country, working in upwards of eleven thousand of our manufacturing establishments operating in twenty-four different lines of industry, having an invested capital of more than two and one-half billions and producing annually two billions six hundred millions of dollars of manufactured product valued at the true net selling value at the factory; this is about 10 per cent of the corresponding value of our entire products of manufacture in 1914. One-eighth of the annual product of 40,000 people, largely in Germany, so importantly affects the work of 1,000,000 of our own citizens, and is an important factor in the values of goods made here, amounting to more than two

"There is no question about it, the opponents of the so-called license system have many good and substantial reasons for their opposition, but I believe that in the larger interests of the greater public that this opposition not only must, but ought to, fail. The precedent that would be established by imports-exclusion is not lightly to be dismissed, and the danger that, after the war, licensing may therethrough become extended or more slowly extinguished in other lines, is not at all wholly fanciful. Nevertheless, I believe that the danger of our not having dye independence through failure to create this precedent is unquestionably greater than any danger or harm that can reasonably be expected to flow out of such precedent. We have it in our own hands to control events that flow out of our precedents, but I am convinced that we cannot have our dye independence without creating this particular precedent. In part, it is actually forced upon us by the action of England, France and Italy." [Dr. Bernhard C. Hesse on the Dye Licensing System.]

"While the war was on a great many, not by any means all, of the domestic dye-users were very emphatically of the opinion that no conceivable cost could be too high to pay for a self-contained, domestic coal-tar dye industry. With the introduction of the Longworth Bill, which embodies much of the nature and the amount of this cost, some, not all, of these formerly enthusiastic dye-users are singing very low and a few are openly against the contemplated cost, of course, on the ground that some of the safeguards demanded by the dye-makers are 'not necessary, and some very few are of the opinion that large domestic industries should not be taxed to make permanent the coal-tar industry that we now have. Sounds, in part, alarmingly like 1913 all over again!" [Dr. Bernhard C. Hesse on the Longworth Bill.]

hundred and ten times the value of the dyes involved.

German Competition

The consolidation of practically all of the German dye factories into one large combination makes that country better placed than before the war to pursue this business all over so much of the world to which its products may have access. The circumstance that the factories of most of the big members of that combine are in occupied territory and the obligations which all members of that trust have definitely assumed under the Peace Treaty, to place specified quotas of their output at stated intervals at the disposal of the Reparations Commission, may make that organization far less powerful as a competitor in non-German territory than it otherwise would have been. In England, too, consolidation and merger among dye-makers with Government sanction and participation are proceeding. These consolidations and mergers are each and all openly avowed to be for the purpose of increasing competitive ability by reducing production costs, increasing quality and quantity of output, eliminating destructive internal competition and exchanging information and experience in research, manufacturing, operating and in technical service. Alliances between some of these mergers is within the range of possibilities. With the greater introduction than theretofore of labor-saving devices in this industry in Europe which is bound to ensue, it is not unreasonable to expect that the annual output per person engaged may rise from the 5 tons of pre-war times to as high as 8 tons. In 1918 the corresponding figure for the United States industry was just over one ton.

Future of American Dye Industry

The probable dye requirements of dye-users outside of Germany for 1920 can hardly be expected to exceed 250,000 tons of the pre-war commercial strengths and kinds. In 1918 we made about one-tenth of

that amount and normally we have consumed about two tenths of the non-German requirement; seven countries will be bidding for this non-German consumption where formerly there were in reality only two bidding; some of that market will be closed to us just as we will most likely close parts if not all of our market to all other competing countries.

Our annual labor per capita tonnage output in 1918 was one-fifth the pre-war foreign figure and our 1918 figure may be as little as one-eighth of that of at least one, if not two, of our six competitive countries in 1920; foreign distributing costs may be expected to shrink; our own research must become extensive and intensive; our own dye, textile and like markets may be invaded by foreign dyes in the shape of dyed or colored articles of manufacture, in which case novelties will be difficult, if not impossible, of identification.

Progress from 1914 to 1918

We produced in 1918 about nine times as many pounds of coal-tar dyes as we did in 1914 and which former comprised substantially one-third of all the different kinds of dyes we needed in 1914, and in addition we made all our own intermediates instead of buying them abroad as we did in 1914, and had a goodly quantity of both intermediates and dyes left over for export and of the former for military purposes; we have a higher protective tariff than at any time since 1883.

From the point of view of patent rights, Germany has none here and we have all enemy-owned patent rights in existing United States patents and on all such patents as may issue upon all enemy-owned patent applications pending in the United States Patent Office, and against which patent situation there is the probable defect in some of the dye-patents in which materials dyed or colored abroad with such patented dyes are not themselves within the scope of these patents. That, it seems to me, puts the main facts broadly confronting our dye-maker in a nutshell.

Colossal Jobs for Dye Makers

Now the American dye-maker is going to be very much occupied in increasing the number of different kinds of intermediates and dyes required in expanding his assortment of them, so that they more closely approximate to this country's own needs; and further, in so improving his operations and equipment that his annual labor per capita of tonnage output will be increased fivefold, let alone eightfold or thereabout, and in improving qualities of output as well.

Obviously and self-evidently he cannot properly attend to those three colossal jobs if he is to worry about having his own and his domestic customer's market invaded by outsiders or if he is to be avoidably hampered or harassed in his work by other factors. In addition to all this he must keep on exploring new fields and must watch for and duplicate or excel all new, important and successful efforts of his foreign competitors. He is certainly entitled to all the help he can show that he really needs if, for public benefit, it be indispensable that this country shall be free and independent in the matter of coal-tar dyes.

So far as patents are concerned, the remedy is entirely in his own hands under our present laws and he needs no new patent laws whatever; all that is necessary is that he so frame his patent-applications that they cover his new dyes, not only as dyes, i. e., as materials capable of imparting color, but also after they have imparted that color, inclusive of the material to which that color was imparted. The public must relieve him of foreign competition if it expects him to succeed.

Market for German Dyes

Of the 383 dyes imported, according to the report

of the Tariff Commission for 1918, only 138 were made here in 1918, leaving 245 points of attack from foreign makers. It is a chart both for offensive and defensive tactics.

With no hindrance other than tariff duties what could reasonably be expected from a foreign maker, particularly the one or ones who had been supplying each and all of these 383 dyes to this country and who presumably have their pre-war plant and skill at their disposal, especially since those particular foreign makers are now combined into one? Would he not first import the 245 or fewer dyes which we were not making and then sail in for the 138 or more that we are making? Our markets are bare of these 245, the demand for them, or most of them, still exists, and they will be sold if offered; there is no domestic offering of them, hence no domestic competition. Of course he would. Then what inducement would the domestic dye maker have to tackle the 245 dyes? Satisfactory amounts and qualities of them would be in this country or awaiting shipment to us from abroad and almost immediately available. Plainly the inducement would have constantly decreasing attraction for the domestic dye maker. The tariff rates, even under the Longworth Bill, if very recent and almost eleventh-hour confession of lack of skill by our dye-makers be true, would not suffice.

Quite late in the 1919 hearings before the Committee on Ways and Means it was urged that our dye-makers are still a very long way from being the efficient makers of both intermediates and dyes they very well knew that they should be and that the Germans and the Swiss had long been, and that is why they must have increased tariff rates over the present: that they should get twice and perhaps three times as much in weight of finished intermediates and of dyes out of the same weight of coal-tar and other materials as they are now getting, to be on a par with the Germans or the Swiss in point of skill or efficiency alone.

Under those circumstances the American dye-maker's costs per pound must be twice or three times those of these foreigners; that is, it would require a 100 per cent or a 200 per cent duty to equalize this lack of technic or manufacturing skill alone, all other things, such as materials' costs, labor, overhead and the like, per equalized batch of raw materials being assumed equal for present purposes.

GRASSELLI CO'S SAFETY EXAMINATION

The National Safety Council, 168 North Michigan Avenue, Chicago, tells in a recent circular about an examination held by the Grasselli Chemical Company at Cleveland for the employees who took the safety supervisors course in that city recently. Describing the examination and its results, E. C. Rogers of the company says:

"These examinations were limited to those men who attended ten or more of the fourteen lectures, fourteen men proving eligible and twelve men participating, the matter of participating being left voluntary with the men. Four prizes were awarded: First, \$25; second, \$15; third, \$10, and fourth \$5. We thought it only fair to give some allowance or handicap to those men who had been faithful in their attendance of the lectures; we, therefore, decided to allow two points handicap for each lecture attended or a total of twenty-eight points for the fourteen lectures, leaving a total of seventy-two points to be distributed on the merit shown in the examination."

The foremen who failed to give correct answers were later instructed how to act in the cases they did not understand.

UNITED STATES TO GET VAT DYES IN SPITE OF GERMAN AGENTS HERE

Dr. Herty and Alien Property Custodian Expose Efforts of New York Firm to Delay Shipments—Text of Dr. von Weinberg's Cablegram—American Vat Dyes Soon

German vat dyes in the full quantities desired will be available for the use of American manufacturers, according to a cable message received on Monday by Dr. Charles H. Herty from Dr. Von Weinberg, head of the German Dye Kartel, reading as follows:

"Have pleasure informing you that I have succeeded prolongation option as given you fourth October. All details are ready negotiate with your representative Stephenson, Paris.

(Signed) "Von Weinberg."

H. G. Stephenson, representative of the Textile Alliance, has now reached Paris, and will be in a position to close the matter at once so that all the needed dyes can be produced as quickly as possible.

Dr. Herty, with the approval of President Wilson, went to Paris last September to arrange channels for securing a six months' supply of vat dyes for American consumers. American manufacturers expect to have a full line of vat dyes of their own ready within six months. The du Ponts report that eight or ten vat colors will be ready for the market early next year. The company is standardizing them, and the chemists desire to finish this work before the dyes are sold. It is said that over twenty tons have been produced.

The purpose of Dr. Herty's visit and the arrangement with the German dye manufacturers is to cover the present acute shortage in this line and to bridge the gap for consumers until American products are on the market.

On Dr. Herty's visit to Paris, he found that through the Reparation Commission there could be obtained about 30 per cent of the dyes American consumers required, and to supplement this the remaining 70 per cent was provided for by the proposal on the part of German manufacturers to furnish the unfilled needs at definite prices. Much delay in accepting this offer was experienced through the differences of opinion among consumers as to channels of importation. These difficulties, however, were voluntarily eliminated. An assignment was made of all importation rights to the Textile Alliance, which had been designated by the State Department to receive the dyes coming under the Peace Treaty.

Dr. Herty's arrangement was very nearly upset, however, by the action of German agents in this country who attempted to delay shipments and cause misunderstanding in Germany. Dr. Herty explained the situation to a representative of DRUG & CHEMICAL MARKETS, saying:

"Evidence was submitted to the Senate Finance Committee by Alien Property Custodian Francis P. Garvan that Kuttroff, Pickhardt & Co. were advising German manufacturers that the American policy was to be changed so that they could import directly through their agencies.

"This seems to have led to the cablegram of Nov. 25 stating that the Germans were unable to extend further the agreement made on Oct. 4 regarding the supply of 70 per cent. This was referred to the State Department. The Department, with all the records before it, declined to consider this as a cancellation of the offer and entered vigorous protest through its representative in Paris against such procedure.

"I first heard of the action of German agents in the United States during an interview at Frankfurt with Dr. C. von Weinberg, the head of the German Dye Kartel. We proceeded to the Badische plant in a comfortable mood. But the first few moments of the interview with the officials of that plant brought out from Director Krell the volunteered information that the lines had broken at home, that already he had in hand orders from individual consumers with authority from the United States Government to ship through their American agents to the consumer.

"'Cocky' is the only word to describe the attitude of the director. He had no desire to discuss any matter in which we were interested, but with characteristic German psychology he endeavored at once to secure our assistance in persuading our Government that this whole matter could and should be handled only through the American agents of the German dye works. 'Yes,' he said, 'We are going to get back our old business in America, and through the medium of our former agencies. This is the only way it should be done, and this is the way it will be done.' The remark was so illuminating that we asked him to repeat it, and he did."

Mr. Pickhardt, of Kuttroff, Pickhardt & Co., when approached by a representative of DRUG & CHEMICAL MARKETS appeared greatly upset and refused to discuss any question that was in any way connected with German dyes. The words "German dyes" apparently antagonized Mr. Pickhardt, who appeared to look upon the reporter as an intruder and one whom he should guard against.

"What do you want to know?" he asked.

"You sent cablegrams to Germany, according to reports, and I want to verify—"

"There is nothing to verify," said Mr. Pickhardt, and turned on his heel and entered his private office.

ATLANTIC DYESTUFFS CO. EXPANDING

The Atlantic Dyestuffs Co. has purchased the L. H. Shattuck Co's shipyard at Portsmouth, N. H., and will use the site for a plant for the manufacture of dyes. The Shattuck Co's yard comprises twelve shipways, which were built for the construction of 3,500-ton wooden ships. It has a total acreage of 69.9 acres, of which 35.9 were owned by the Fleet Corporation, and are included in this sale. The yard has a waterfront of about two thousand feet along the Piscataqua River, four and a half miles upstream from Portsmouth, N. H.

The Atlantic Dyestuffs Company also purchased considerable of the equipment and material that was in the yard, all of which will be used in the erection of an extensive plant.

Arthur S. Somers was elected president of the Institute of Dry Color Manufacturers, at the annual meeting at the Drug and Chemical Club last week. Philip S. Tilden, who retired, is now with the du Pont Chemical Co. An ebony and silver gavel was presented to Mr. Tilden, and speeches were made by leading members.

The Walker Chemical Co., Pittsburgh, Pa., has control of the foreign rights of the oxidation process for the manufacture of phthalic anhydride which was developed by the Bureau of Chemistry, U. S. Department of Agriculture.

The Perkin medal will be awarded to Prof. Charles F. Chandler this year, for his work in standardizing kerosene. The award will be made Jan. 16, at the Chemists' Club, by the Society of Chemical Industry.

CONTROL OF DYE IMPORTS EXPLAINED AND MOTIVES OF OPPONENTS EXPOSED

I. du Pont Says Company Would Quit if Congress Failed to Give Adequate Protection—Frank D. Cheney Favors License System—Henry Wiggles- worth's Testimony

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—The Senate Finance Committee has held almost daily sessions on the Longworth bill, opening the hearings a week ago to listen to the views of Joseph H. Choate, General Sibert, Admiral Earle, Dr. Manning, Col. Amos Fries, Col. C. B. Harris, Dr. Marston T. Bogart, Dr. Josef Stieglitz and George Denning, whose testimony appeared in the Dec. 10 issue of DRUG & CHEMICAL MARKETS. Then followed the members of the Executive Committee of the Manufacturing Chemists' Association, of which Henry Howard, of the Merrimac Chemical Co., is chairman. Mr. Howard told the committee that without some sort of a flexible, selective embargo on imports, which can be accomplished by the Longworth bill, Germany, by unfair competition and the fact that our own patent laws are imperfect, will be able to compete destructively with the American dye industry.

Senator Nugent asked why there was no dye industry in the United States before the war. One of the principal reasons, Mr. Howard said, was the German practice of patenting everything in this country and refusing licenses to anyone to use them. They used the United States patent laws for maintaining a monopoly for Germany.

During the life of a patent the Germans could control the commodity so covered and charge high prices. It was their practice to write off their plants during this period of high prices. When the patents expired and our own manufacturers entered the field the price would be reduced to such a level as to make the business unprofitable. Mr. Howard declared there never was a tariff law in this country that provided adequate protection for the dye industry.

Henry Wigglesworth, of the General Chemical Company, New York, said that what is needed in the industry is capital, and capital will not be forthcoming until the money powers are assured that the industry will be amply protected. There is, he said, more money invested in chemistry in this country than in Germany. The Germans, he thought, could get around any tariff wall America might seek to erect. He also showed how the friends of the Germans, the textile men of this country aiding unwittingly, sought to exempt the indigos from the last dye protection measure, and were successful in having the specific rate set aside. Mr. Wigglesworth added:

"The textile men are afraid of European competition if a fabric is dyed with a better dye than is produced in the United States. They would be willing to take the word of an impartial board like the Tariff Commission as to what dyes should be admitted under a regular tariff that Congress might fix, but the tariff would have no bearing on cost of production."

Irene du Pont said the du Pont interests would be among the first to quit if Congress failed to provide adequate protection for the American dye industry.

Mr. Du Pont urged the adoption of a licensing system which would be continued for a period of ten years backed by high protective duties. He said further that the dye industry should be exempted from the operation of the Sherman anti-trust law. If Congress provides a licensing system only for a period of two years as is proposed in the Longworth bill, Mr.

Du Pont said that capital would be frightened. He said five years might be a long enough period, but ten would be better.

Pending enactment of legislation Mr. Du Pont said his company has delayed putting an additional \$5,000,000 into the dye business. He declared that his company had developed eight vat colors and expects to have them on the market in January.

That the arguments in favor of a license system are having their effect was indicated by a remark made by Senator Curtis, following Mr. Du Pont's testimony.

"I think the general feeling is that the industry cannot be protected by any tariff," said Senator Curtis. "There must be some other protection. I think a majority of the Senators are of that belief."

James T. Pardee, of the Dow Chemical Co., and A. H. Hooker favored the dye licensing system.

D. F. Waters, of Germantown, Pa., and president of the Master Dyers Association of Philadelphia, testified in regard to the cost of dyeing various articles of merchandise. He said he was engaged in dyeing all kinds of materials in the way of upholstery, materials for men's and women's clothing and hosiery and practically all fabrics except silk. He said American sulphur colors are good and they stand up in shirting, etc., under any washing except where chlorate of lime is used, and will stay bright as long as the material lasts. The cloth, he said, of which a \$60 suit of men's clothes is made costs 32 cents for dyeing and the cost of the dye in a dozen pairs of silk stockings is 1 3/4 cents. The cost of dyeing is in the labor and coal and material used in the process rather than the dyes themselves.

The cost of the dye in a pound of \$4 goods is 15 to 18 cents, or about 20 cents with the labor charges. This is material that sells at from \$7 to \$10 a yard.

Frank D. Cheney, of Cheney Brothers, South Manchester, Conn., silk manufacturers, gave the result of an investigation to determine the cost of the dyes entering into the coloring of twenty-two leading silk fabrics. It was found that the lowest dye costs per yard is on 36-inch washable satin and amounted to seven-hundredths of one cent, the fabric itself selling at \$1.25 per yard. The highest cost in the twenty-two qualities examined was on fifty-inch piece dyed cotton filled velour and amounted to thirty-four and nine-tenths cents per yard, the goods selling at \$9 per yard. The costs vary between these two limits, the average being about twelve cents per yard upon goods averaging in price \$4.70 per yard.

"I believe," said Mr. Cheney, "no matter how high a tariff you may put on dyes it will not accomplish its purpose. A high tariff will procure revenue but it will be a tariff for revenue only. The situation is entirely different from that which our other industries faced in building up. They had no world-powerful monopoly to face. They had not the intricate experimental problems to work out before they could get production going. The Germans have on hand enormous stocks of dyes. They cannot sell these to France, England or England's dominions. They can only sell them to us or to China, and if they cannot accomplish this the dyes are worthless. They can afford to give these dyes to us for a period of time rather than lose their industry."

The requirements of the United States in dyestuffs for one year are thirty-five million dollars. The German capital in the dye industry amounts to five hundred million dollars. If the Germans gave the United States a year's supply of dyes, enough to wreck the American industry, they would be sacrificing only about 7 per cent.

Mr. Cheney thought the number of cases in which licenses would be questioned would be small, certainly for the silk industry. American dye makers can now care for from 88 to 93 per cent of the demand, leaving from 7 to 12 per cent for which no home dyes are yet available.

James B. Clark, of the United States Finishing Company of New York, operating three plants in the State of Rhode Island and two plants in the State of Connecticut, told the committee it would require five years under the licensing plan to assure the future of the dyestuffs industry. "We do not want to be in the position of depending on Germany for our supplies," he said. "We believe in tariff, but we do not think a tariff will take care of this problem. We think a licensing system will have to be attached to it. With proper assistance, the dyestuff industry will be put on a basis whereby it can compete with that of Germany or any other country."

Col. John P. Wood, of Philadelphia, who has led the fight of a group of textile manufacturers against a license system for control of imports of dyes was a witness toward the close of the hearing. Colonel Wood criticised the action of the Government in sending Dr. Herty to Europe to make arrangements for the importation of German vat dyes. He censured the War Trade Board for failing to follow the simple course of issuing licenses such as might be asked for. "If the tariff rates asked by the industry in 1916 were sufficient to protect the industry after the war, as they were meant to do, will not the rates in this measure, which are much higher, be sufficient to afford protection without the licensing system?" asked Colonel Wood.

W. P. Pickhardt, of Kuttroff, Pickhardt & Co., New York, said he did not believe that the dyemakers had sent their dyes into the interior of Germany to evade the demands of the Allies. He further testified that while in Germany recently he asked the Badische Company for an option on all dyes that they might send to America and was told that that arrangement would be very desirable because of the fact that his company has its selling force and its technical personnel to help the dye consumers intact.

Francis P. Garvan, alien property custodian, submitted a number of telegrams showing that delay in getting dyes in this country had been caused by cablegrams sent by representatives of German dye makers here. The vat dyes needed by shirt manufacturers had been delayed in this way. Dr. Herty, the American representative, had received the promise of Herr von Weinberg that the shipments would be made. The following cablegram, Mr. Garvan charged, had caused a change in the arrangement:

"We fully expect modification of Government regulations which will permit us to confirm our orders. This will enable you to maintain your position that all goods to this country, outside of reparation goods, should come to us.

(Signed) "Kutroff, Pickhardt & Co."

Garvan said that Dr. Herty, after making his arrangements with Von Weinberg, came home and a tabulation was made of the needs of the United States. Money was secured to pay for dyes and the plan of distribution was made. This country was to have 30 per cent of its needs from the accumulation of German stocks. Then Kutroff, Pickhardt & Co., seeing the license system was about to come and America was to be free from dye shortage for the next six months, and desiring to hinder the Longworth bill and the licensing system, sent their cablegram, and hoped, Garvan said, to get firms in need of dyes to come before the committee and oppose the license system.

BUREAU OF CHEMISTRY'S RESEARCH WORK

Dr. Carl L. Alsberg Tells of Aid to Industry by Development of Dye Processes, Production of Citric Acid and Other Products—Improved Methods for Making Starch

Washington, D. C., Dec. 16.—Enforcing the Federal Food and Drugs Act, developing methods in food distribution, finding uses for waste products, aiding industrial development by working out technological processes, and reporting the results of chemical research are features of the work of the Bureau of Chemistry, U. S. Department of Agriculture, during the last fiscal year, as outlined in the recently published report of the Chemist and Chief of Bureau, Dr. Carl L. Alsberg.

Slack-filled cans, decomposed eggs, fake egg substitutes, butter containing excess water, glue sold as edible gelatin, olive oil adulterated with cheaper oils, frozen oranges, canned tomatoes adulterated with water, "soaked" oysters and scallops, cocoa adulterated with cacao shells, adulterated and misbranded vinegar, falsely labeled and adulterated stock feeds and misbranded medicines were among the violations of the Federal Food and Drugs Act on which 1,052 seizures and 843 criminal prosecutions, inaugurated during the year, were based. Other products involved in the regulatory activities because of adulteration or misbranding, or both, were beverages, extracts, flavors, candy, coffee, tea, food colors, milk, cream, crude drugs, pharmaceutical preparations, fruits, jams, jellies, lard, meat, poultry, nuts, sirups, spices, vegetables and water.

The first complete and critical survey of the fat and oil industry of the United States was made in co-operation with the United States Food Administration, and the results, with statistics of the industry, have been published.

For the purpose of conserving sugar, a number of substitutes were investigated and methods developed for using various substitutes in the manufacture of soft drinks. A valuable service was rendered the soft-drink industry, since many bottlers who were unable to secure sugar were saved from disaster. Some of the substitutes proved to have such merit that they probably will remain in permanent use. Sugar substitutes for use in baking and cooking were also recommended.

Corn cobs, one of the largest waste by-products of farming may now be utilized as the result of processes which have been worked out and patented for the preparation from corn cobs of adhesive gum and of the rare sugar xylose. Processes for converting xylose into substances which may be useful commercially have been patented and published.

Cull oranges and lemons not suitable because of size, shape or defects for shipment as fresh fruit are used for the manufacture of many useful foods and chemicals. A citrus by-products laboratory operated by the Bureau of Chemistry at Los Angeles, Cal., has worked out new methods for the manufacture of marmalade, vinegar, candied peel, juice, citrate of lime, citric acid and other products. As the result of this work, a profitable citrus by-products industry has been established on the Pacific Coast. Work is now under way in Florida.

Work to improve existing methods for the manufacture of starch from cull and surplus potatoes is under way. Methods for the manufacture on a small scale of sirup from sweet potatoes have been published.

Practical results are reported in work to aid in the development of the production of dyes, leather, naval stores, paper, fabrics and insecticides in addition to the technological work on foods. New processes for the manufacture of sensitizing dyes have been discovered and patent applications filed. A new dye of great value to physi-

cists has been prepared. The new method for the production of phthalic anhydride, a valuable dye intermediary, is in successful and commercial use. A new photographic developer has been produced and the process published.

Reports on the production of naval stores, including gum rosin and gum turpentine, wood rosin and wood turpentine, have been published. Specifications on the properties, the sampling and the laboratory examination of turpentine have been prepared.

Equipment to produce insecticides and fungicides on a semi-commercial scale has been secured in order that manufacturing processes may be improved and that new types of useful insecticides and fungicides may be devised. Methods for the manufacture of calcium arsenate have been published.

The report of the chemist also mentions many scientific investigations relating to drugs, food nutrition and methods of analysis. The results of research, in so far as completed, have been published in various technical journals.

WOULD RESTRAIN CHEMICAL COMPANY

The A and B Export and Import Corporation has begun suit against the Franco American Chemical Co., and two officers of the company, asking a restraining order to prevent the chemical company from disposing of its assets. A suit over caustic soda was begun in the Supreme Court in March, and the A and B corporation obtained a verdict for \$4,000. On appeal a new trial was ordered. The chemical company represented that the caustic soda was purchased from the "K. F. G. Products Corporation." The plaintiff declares that the caustic soda was a poor grade known as "bottoms," and that the "K. F. G. Products Corporation" was a dummy concern. The reversal of the case, the complaint says, was on an error of law. The present suit is brought to save the assets of the Franco American Chemical Co. in order to satisfy any judgment that the A and B corporation may obtain against the Franco American company. In affidavits accompanying the complaint officials of the A and B corporation tell of investigations made by them into the financial standing of the Franco American Chemical Co. Milton Mayer, attorney for the Franco American company, threatens to submit the affidavits to the district attorney on the ground that they form an unwarranted attack upon the credit of the company.

VERDICT ON SODA ASH CONTRACT

The jury in the suit of Joseph B. Miller against W. K. Jahn & Co., over a contract for soda ash, returned a verdict for the plaintiff for \$3,884. D. R. Bernstein, who appeared for Joseph B. Miller, stated in the complaint that the plaintiff accepted one carload of soda ash, but rejected three carloads as not up to grade. Albert A. Stickney in his answer filed for W. K. Jahn & Co. stated that the firm bought the material in the market, but never tested it, and supposed it was of the quality represented. The soda ash was sent direct to Joseph B. Miller by the dealer from whom it was purchased by W. K. Jahn & Co.

GRASSELLI CHEMICAL CO. WINS SUIT

Justice Cohan of the Supreme Court dismissed the suit of William Luddecke against the Grasselli Chemical Co., for alleged breach of contract, holding that Luddecke had failed to prove his case. T. A. McCob stated in the complaint that Luddecke was employed for certain work and afterwards promoted to a position of confidence. Later he was given work not called for in his contract. J. W. Prendergast appeared for the Grasselli Chemical Co.

SHOULD GAS COMPANIES PRODUCE INTERMEDIATES FOR DYE MAKERS?

Proposition is Under Discussion in England—Disadvantages Seen in Large Number of Small Laboratories Required—Large Research Staffs Held to be Advisable

Points of great practical interest were raised at the last meeting of the British Oil and Colour Chemists' Association in the course of a paper and discussion on the monoazo dyestuffs suitable for the production of lake and pigment colors. One suggestion was that the modern tendency to concentrate the manufacture of dyes in the hands of one or two large corporations might hamper instead of stimulate progress, and that the preferable policy would be for gas companies and other concerns to carry their crude products on the intermediate stage, to place their own intermediates on the market, and thus to allow the pigment manufacturers to become real color makers instead of mere grinders in pan mills.

"There are advantages on both sides," says the "London Chemical Age." "If the dye industry in England is to become self-sufficient for our home and export needs, it is necessary that research, experiment, and manufacture should have really large resources behind them, and that the processes should be under a more or less central control. To ensure this, concentration and combination on a large scale are essential. The recognition of this fact explains the great dye organizations which Germany created before the war, and the organization more recently in this country of great commercial concerns subsidised for the purpose of permanently establishing a home dyes industry.

"The fact that results of great national importance have already been attained by this policy of concentration need not blind anyone to the disadvantages in detail which accompany the gains. Our Free Trade traditions have given us a certain bias against monopolies, and there will always be advocates of the widest possible diffusion of research and technical effort against their concentration in the hands of a few. It is a debatable point whether the national and commercial interest is best served by a large number of producers of crude coal tar products who themselves carry out the process to the intermediate stage, in which case we should have dozens of small research staffs at work, or by a few very large concerns who buy these crude products from others and specialise in intermediates, in which case the necessary research and manufacture would be in the hands of one or two great staffs. There are advantages in each policy, and the great thing is to combine them.

"We do not want such a complete monopoly as will place any national industry at the mercy of a handful of people and possibly sterilise scientific and technical effort; nor, on the other hand, do we want to depend on a multitude of little laboratories working independently and exclusively with staffs unequal to the subject. The remedy will probably be found, not in the adoption of one principle to the complete exclusion of the other, but in our national genius for discovering a good working compromise."

In the case of the Roessler & Hasslacher Chemical Company, against the Raritan Lodge number 367, International Association of Machinists and others, the rule to show cause why the injunction should not be granted, restraining the striking machinists from picketing about plants, came up for a hearing before Vice Chancellor Backes, at Newark, last week. Because of the doubts that were presented by the affidavits, an injunction was not granted, and the hearing was continued until Dec. 23, at which time the case will come up for a final hearing and testimony will be taken.

Trade Notes and Personals

J. W. Ackley, of Dana & Co., New York, has returned from Europe.

Robert W. McClellan, of London, England, vice-president of the Foster-McClellan Company, manufacturing chemists, Buffalo, visited Buffalo recently on a business trip.

The Union of British South Africa imported drugs and chemicals valued at \$6,100,000 in 1918 and \$5,000,000 in 1917. Dyestuffs were valued at \$196,000 in 1918 and \$137,000 in 1917.

The Anti-Uric Company, San Francisco, Cal., has been granted permission to sell 5,000 shares of its capital stock for cash; and to issue 15,000 shares to C. J. Hubell & Sons in exchange for a business formerly conducted by them.

Greece imported the following products in 1916 and 1917: Chemicals valued at \$5,000,000 and \$2,000,000; dyes and tanning materials, \$115,000 and \$60,000. Exports included opium \$400,000 in 1917 and \$76,000 in 1918; sponges \$11,000 in 1917 and \$1,000 in 1918.

Allocation of four Shipping Board vessels to proceed in ballast to the West Coast of South America and load nitrate is announced. Ordinarily vessels going from North Atlantic ports to the West Coast carry coal to the Panama Canal, but there is no coal available at present.

Joseph Wander, president of S. Wander and Sons, Albany, N. Y., manufacturers of chemicals, purchased the brick buildings in Pleasant Street, from Broadway to North Pearl Street, which were sold at public auction on the court house steps last week. The purchase price was \$20,500.

Romanus Schuetz, for thirty-three years superintendent of the plant of Charles Pfizer & Co., manufacturing chemists, died on Friday at his home, 632 Greene Avenue, Brooklyn, in his sixty-seventh year. Mr. Schuetz was a member of the Board of Directors of the old German Hospital, now the Wyckoff Heights Hospital, of which he was one of the organizers, and was a member of the Arion Singing Society.

Imports at the port of San Francisco for the first week in December included the following: On the Jacox from Sydney to J. D. Spreckels & Bros. Co., 1,039 bags of gums, 148 cases of eucalyptus oil and 674 cases of nickel matte; on the Columbia, from Oriental ports, 100 cases of camphor and 485 cases of spices; on the Nanking, from Oriental ports, 64 cases of camphor and 290 cases of peanut oil; on the Tjisondari, from Batavia, Padang, Sourabaya and Manila, 1,333 bags of pepper, 50 cases quinine sulphate, 4,484 packages of tapioca flour and 15,412 bags of copra cake.

Postmaster General Burleson's annual report says in part: "From 1913 to 1919, the international parcel post service was extended from forty-seven to eighty-five countries or colonies. Agreements were effected during this period when thirteen countries or colonies, increasing the weight limit on parcels from eleven to twenty or twenty-two pounds. The dispatch or parcel post matter to foreign countries increased from 2,831,512 pounds in 1913 to 17,102,131 pounds in 1919. Every encouragement has been given to fast steamship lines carrying mails, and the service to Central and South American ports, and to Europe, has been expedited."

NEW DEPOSITS OF KAURI GUM DISCOVERED IN NEW ZEALAND

Representative of the Guaranty Trust Co. of New York Reports on Field Estimated to Contain Gum Valued at \$65,000,000—Found in Loose Particles in Swamp

Large deposits of kauri gum in New Zealand, which have hitherto been known hardly more than locally, have been reported to the Guaranty Trust Company of New York through its Australasian representative, Lionel H. Lehmaier. The deposits are in the swamp areas in the extreme northern tip of the North Island, not many miles from Auckland, the capital. Small local efforts have been made to extract from the deposits their valuable ingredients, but as yet no effort has been made to work them on a large scale. Kauri gum is the sap of the large trees of the pine family, which abound in New Zealand. It is useful in the manufacture of varnishes, paint, oils and turpentine, and is worth at the present time about \$1,000 per ton. Ordinarily the gum is obtained either through extraction or the distillation of the wood in which it comes. The great industrial value of the wood itself, and the extracting expense, make the gum costly.

The remarkable part of the present discovery consists in the fact that the gum is found in loose particles in the peaty soil which makes up the great stretches of swamp in North Island. Excavations in the swamp have established the fact that there is, submerged under its water-soaked surface, a great forest of kauri trees. The Maoris of the region have no tradition of a forest of this kind having existed in this part of the island, and so it must have grown many thousands of years ago, and have been submerged as a result of some severe seismic disturbance. Yet the timbers taken out by the prospectors proved to be in perfect condition, and were sent to a local sawmill and worked into lumber. One of the logs so recovered, according to photographs, was at least thirteen feet in diameter.

The small, local group which is attempting to capitalize the discovery has started a sawmill near Dargaville, which is the largest town in the immediate vicinity. They excavate and retort the peaty soil, and, according to the statement of one of the directors, have obtained up to seventy gallons of crude oil to the ton. Analysis of this oil shows it to be made up of about 15 per cent motor spirit, 15 per cent solvent oil, 30 per cent paint oil and 30 per cent varnishes, balance pitch. It is asserted that a few miles of pipe line would take the product to any of the small harbors along the coast.

The swamps at Paronga and Muriwhenua, near Dargaville, have an area of about 2,100 acres. Gum has been proved to exist to a depth of six feet. Experiments have been made with the wet concentration process, with the result that nine tons of soil gave one ton of chips. If the field were worked to a depth of only four feet, and the gum assayed only one ton to twenty tons of soil, the field in question would produce gum to the value of \$65,000,000. Even if the somewhat exuberant report of the investigators be discounted, it is obvious the swamp has an asset of considerable value.

The first cargo of tankage molasses to be taken to Portland, Ore., reached that port recently from Honolulu on the Falls of Clyde. The initial shipment will be used as a binder in preparing cattle feed from straw and ensilage.

The White Caps Company, of Manhattan, Nev., which conducts a large mine, is now paying more attention to the deposits of high-grade arsenic than to gold, finding the former more profitable.

SAFETY COUNCIL SEEKS TO PREVENT SKIN DISEASES IN CHEMICAL INDUSTRY

Manufacturers Receive Questionnaire on Nature of Workers' Troubles with View of Controlling Them and Advising Method of Treatment—Chemical Burns of Special Interest

In an effort to obtain information concerning skin diseases to which workers in various industries are subject, especially those engaged in the manufacture of dyes, chemicals and drugs, the National Safety Council has sent to manufacturers a letter of inquiry, including a questionnaire and the following statement:

"It is becoming more and more in evidence that skin diseases of various types are prevalent among workers, and that in many instances these conditions result from the manufacturing procedures in which the worker is engaged. Very little information is available as to the frequency of these diseases, the industrial processes that produce them, the kinds and severity of the skin lesions, the methods of profitable treatment, the methods of protecting the workers against exposure, etc. For this reason a committee has been appointed by the Health Service Section of the National Safety Council to compile all obtainable information of this nature and to make such recommendations as appear to be helpful in the prevention and control of these industrial skin conditions.

"This committee will serve as a clearing house for the collection and dissemination of data on the best methods of preventing and controlling skin diseases, and the most satisfactory methods of treatment. Progress has been made in the control of skin conditions in many industries, that should be made available to all industry. It is apparent, therefore, that any assistance you can render this committee will re-act to your advantage.

"Under 'industrial dermatoses' the committee includes any noteworthy abnormality of the skin (hair or nails, etc.) that originated incident to industrial working conditions or was aggravated by such conditions. This will include such lesions as rashes, eruptions, and inflammatory processes, hypertrophies (thickening or hardening of the skin) from hard use, such as on the hands or on the lips, low grade chronic skin diseases from long exposure to peculiar light rays or from certain heat processes, skin diseases from constant friction or pressure, loss of hair, etc. Properly speaking most burns are likely to involve the skin, but inasmuch as the common types of burns from fire have been so well studied this committee will not include this particular skin lesion. Such burns as chemical burns, X-Ray or radium burns, etc., are however of especial interest. Three instances of industrial dermatoses are here related with the aim of calling to your mind other types of work which on your investigation or the investigation of the committee may yield helpful information.

"In industrial plants where wood is stained in imitation of mahogany, where certain color pigments and dyes are manufactured, in which anilin oil or its derivatives are used or manufactured, workmen very often present a skin affection which has been attributed to the poisonous action of this chemical. In similar chemical manufacturing processes or in munition plants where various compounds are used such as picric acid, the skin of the fore-arms sometimes shows an eruption of small pimples with a bronzing and some drying or roughness of the skin.

"Among men working in tanneries, especially those handling the hides in the vats which contain the various chemicals, such as lime, acid, or dichromate, an eczema is often observed. This is found particularly on the arms and hands and often pus is formed beneath the skin. Sometimes small ulcers are formed."

NEW FREIGHT RATES TO THE FAR EAST

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 16.—New freight rates between Atlantic and Gulf ports of the United States by direct steamers and Kobe and Yokohama, Japan; Hongkong and Shanghai, China, and Manila, P. I., have just been announced by the Emergency Fleet Corporation for the United States Shipping Board. The general cargo rates are \$1.12 per one hundred pounds or 62½ cents per cubic foot, at ship's option. There are a number of exceptions to these general rates, however, including the following:

Acids, \$1.25 per cubic foot; anhydrous ammonia, \$1.25 per cubic foot; sulphate of ammonia, \$1.12 per hundredweight; carbon black, 62½ cents per cubic foot; rosin in barrels, \$1.35 per hundredweight; soda ash, \$1.30 per hundredweight; caustic soda, \$1.12 per hundredweight. Minimum bill of lading charge to direct ports of call, \$5; to trans-shipment ports, \$10. A rate of \$1 per hundredweight is announced on scouring powder, soap powder and washing powder, North Atlantic ports to United Kingdom ports.

RADIUM FOUND IN CANADA

A discovery of pitchblende, the ore of radium, was recently made in Butt Township, in the Nipissing district of Ontario, by a prospector searching for mica. An assay of samples by Ledoux & Co., of New York, showed the pitchblende to be rich in uranium, known as the parent of radium, having a uranium content of 63.60 per cent. Since the find there has been a rush of prospectors to the region, and a large number of claims have been staked.

The attention of investors has been attracted, and the question as to whether radium occurs in commercial quantities will, before long, be ascertained by actual development. The Mining Corporation of Canada, which operates several cobalt silver mines, has taken an option on seventy-four acres adjoining the discovery claim and will make a thorough exploration of the property. Other large transactions looking to the acquisition of claims by those in a position to develop them are pending.

MINERS USING THE LOW-GRADE CYANIDE

Tests have been made at the laboratory of the Haileybury (Ont.) Mining School of the low-grade cyanide manufactured by the American Cyanamid Co. at Niagara Falls, Ont., to ascertain whether it could be successfully employed in the treatment of the silver ore of cobalt. They have found it satisfactory, and the low grade cyanide is being increasingly used by the mining companies, replacing to some extent the imported high-grade article.

It is stated that the American Cyanamid Co. has recently succeeded in improving the grade of its product so as to meet the requirements of the gold mines, and some further tests will shortly be made with gold ore from the Porcupine mines.

Dr. Ellwood Hendrick, president of the Chemists' Club, New York, addressed a meeting in Carnegie Lecture Hall, Pittsburgh, recently on "Chemistry for Everyman." The meeting was held under the auspices of the Phi Lambda Upsilon Fraternity. Prior to the lecture, there was an informal dinner at the Lincoln Club.

H. D. Gibbs has resigned as chemist in charge of the color laboratory of the United States Bureau of Chemistry to accept a research position with E. I. du Pont de Nemours & Co., at their Jackson Laboratories, Wilmington, Del.

Financial Notes

Among the securities sold at the Auction Salesrooms last week were 70 shares of Bound Brook Chemical Corporation at \$80 for the lot; 75 shares Frank Hemingway, Inc., \$36 for the lot; 76 shares Frank Hemingway, Inc., \$36 for the lot; 4,000 shares Molybdenum Products Corporation, Series A, 1,000 shares, Series B, \$5 for the lot; letter assigning 5 per cent interest in royalties due under a contract between the Canadian Wood Molybdenite Co. and the Dominion Molybdenite Co., Ltd., \$50; \$4,026 claim of J. S. Barnett & Son, Inc., against Charles T. Stork & Co., or trustee-in-bankruptcy of said company for goods sold and delivered, \$100.

Holders of Equitable Trust Company full paid receipts for purchase price of increased common capital stock of the United States Industrial Alcohol Company, who failed to exchange their receipts for stock certificates before Dec. 1, will receive the dividend payable Dec. 15, to common stockholders of record as of Dec. 1, upon surrender of the receipts to the Equitable Trust Company on and after Dec. 15, and delivery of the stock by the trust company.

The Northwest Yeast Co. has declared a quarterly dividend of 3 per cent on the common stock, and 3 per cent annual dividend on the preferred. The dividend on the common stock is payable Dec. 15 on stock of record Dec. 12, and the preferred dividend Jan. 2 on stock of record Dec. 16.

The Royal Baking Powder Co. has declared a 2 per cent dividend and 2 per cent extra dividend payable Dec. 31 on stock of record Dec. 15. Also a quarterly dividend of 1½ per cent on the preferred stock payable on the same date.

The Barrett Co. has declared a quarterly dividend of \$2 on the common stock payable Jan. 2 on stock of record Dec. 18, and a quarterly dividend of \$1.75 on the preferred payable Jan. 15 on stock of record Dec. 30.

American Agricultural Chemical Co. has declared a quarterly dividend of 2 per cent on the common stock and 1½ per cent on the preferred, payable Jan. 15 on stock of record Dec. 22.

The Air Reduction Co. has declared a quarterly dividend of \$1, payable Jan. 15 on stock of record Dec. 31.

NITROGEN COMPANY OFFERS STOCK

The American Nitrogen Products Company is offering \$100,000 of its cumulative, participating, non-redeemable 7 per cent preferred stock, with a par value of \$100 a share and exempt from normal Federal income tax. The stock is being offered direct by the company at par with the privilege of arranging for subscriptions on the installment payment plan. This offering is a part of an authorized issue of \$9,250,000, and is for the purpose of adding to present equipment and increasing the capacity of the nitric acid factory of the company.

The American Nitrogen Products Company is a State of Washington corporation engaged in the manufacture of nitrogen products from the air and at present is operating two plants, one producing nitrite of soda and the other nitric acid. The company owns and controls, for the entire Western Hemisphere, valuable patents for the processes of fixation of nitrogen under patents granted by the United States and Canada.

Samuel M. Moneypenney, who was with the National Aniline and Chemical Co. for many years, is now associated with H. J. Baker & Bro.

QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Aetna Expl.	8½	9	H'k Electro	70	75
Aetna Expl., pf.	67	68	H'k Elec., pf.	65	75
Air Reduction	52	53	Heyden Chem.	7	8
*Am. Ag. Ch., pf.	91	92	*Int. Agricul.	20	22
*Am. Ag. Ch., pf.	96½	97	*Int. Agricul., pf.	80	81
*Am. Chiclé	90	96	*Int. Nickel	22½	23
*Am. Chiclé, pf.	82	85	*Int. Nickel, pf.	90	93
*Am. Cot. Oil.	48	49	*Int. Salt	65	68
*Am. Cot. Oil, pf.	88	93	K. Solvay	80	110
*Am. Cyan.	30	35	*Mathieson Aik.	38½	40
*Am. Cyan., pf.	55	65	Merek & Co., pf.	96	100
*Am. Druggists S.	11	11½	Merrimac	92	94
Amer. Glue	40	45	Mulford Co.	55	60
Amer. Glue, pf.	65	70	Mutual Co.	150	..
*Am. Linseed	68	69	*Nat. A. & C.	64	65
*Am. Linseed, pf.	93	96	*Nat. A. & C., pf.	89½	89½
*Am. Malt	47½	48	National Lead	81	81½
Amer. Zinc	16½	17	National Lead, pf.	108	110
Amer. Zinc, pf.	52	56	N. J. Zinc	250	255
Atlas Powder	150	160	Niag. A., pf.	96	100
Atlas Powd., pf.	88	91	Parke, Davis & Co.	128	130
*Barrett Co.	119	120	Penn. Salt	78	78½
*Barrett Co., pf.	113	114	Procter & Gamble.	676	695
British Am. Chem.	3½	3½	Procter & Gam., pf.	101	101½
Butterworth-Jud.	112	117	Rollin Ch.	50	60
By. Prod. Co.	112	117	Rol. Ch. pf.	80	90
Carborundum	135	135½	Royal Baking Po.	140	150
Carborundum, pf.	115½	116	Royal Bak. Po., pf.	95	97
Casein Co.	40	45	Semet S.	160	175
Celluloid Co.	135	145	Sherwin-Williams	520	540
Celluloid, pf. ....	..	..	Solv. Proc.	190	..
Corn Products	84	85	Stand. Ch.	90	100
Corn Products, pf.	106½	107	Swan & Finch	115	120
Davison Chem.	32	23½	*Tenn. C. & Chem.	10	10½
Dow Chem.	175	200	Tex. Gulf. Sul.	153½	159½
Dow Ch., pf.	103	103	Union Carbide	76½	78
Du Pont	375	390	Union Sulphur .....	..	..
Du Pont, deb., pf.	92½	93	*Un. Drug	138	142
Du Pont, C., pf.	9	10	*Un. Drug 1st pf.	51½	52
Freeport, Tex. Sul.	37	38	*Un. Dyewood	50	61
Freept, Tex. Sul., pf.	91	93	*Un. Dyewood, pf.	90	96
*Gen. Chem.	185	200	U. S. Gypsum .....	..	..
*Gen. Chem., pf.	100	103	*U. S. Indus. Alco.	103	103½
Grasselli	170	170	U. S. Indus. Al., pf.	105	105
Grasselli, pf.	90	101	Va.-Car. Chem.	65	65½
Hercules Powder	227	233	*Va.-Car. Ch., pf.	112	115
Hercules, Powd., pf.	107	110	V. Vivaudon	22	22½

BONDS

	Bid	Asked
*Am. Agricul. Chem., 1st conv. 5s, 1928.	97	99
*Am. Agricul. Chem., conv. deb. 5s, 1924.	100	101
*Am. Cotton Oil deb. 5s, 1921.	88	89
*Int. Agricul. Corp., 1st Mort. & Col. tr. 5s 1932.	83½	85
*Va. Carolina Chem., 1st Mort. 5s, 1923.	94½	95
*Va. Carolina Chem., conv. deb. 5s, 1924.	102	104

*Listed on New York Stock Exchange

GENERAL CHEMICAL CO. IN \$2,000,000 DEAL

The General Chemical Co., 25 Broad Street, New York, has purchased the Western Chemical Co., of Denver, Col. The capitalization of the Western Chemical Co. is \$2,000,000. The purpose of the General Chemical Co. is to broaden its field of operations. Heavy freight charges on long hauls will be eliminated. The plants of the General Chemical Co. are located at the following points:

Baltimore, Md.; Bay Point, Cal.; Bayonne, N. J.; Buffalo, N. Y.; Chicago, Ill.; Camden, N. J.; Chicago Heights, Ill.; Claymont, Del.; Cleveland, Ohio; East St. Louis, Ill.; Easton, Pa.; Edgewater, N. J.; Laurel Hill, N. Y.; Newell, Pa.; Passaic, N. J., and Pulaski, Va. The addition of the Denver plant will afford facilities for covering a new territory.

At the offices of the General Chemical Co., 25 Broad Street, it was stated by a representative of the company that only a basis of settlement had been reached at this time. Auditors are at work on the books of the Western Chemical Co., but in all probability it will be a week or more before a settlement will be reached. The company will not be in a position to give any figures until the auditors have completed their investigation.

Norman Peterkin, formerly of the sales staff of the General Chemical Co., is now located with the United Piece Dye Works at Lodi, N. J., as purchasing agent.

The Drug and Chemical Market

Current Spot Quotations of Pharmaceuticals, Page 28; Crude Drugs, Pages 30-32; Essential Oils, Page 34

CRUDE DRUGS STILL ADVANCING

Demand Continues and Many Products are Off the Market—Denatured Alcohol, Ergot, and the Mercurials Higher—Cloves, Citric Acid, and Bismuth Salts are Lower

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced

Acid Oxalic, 7c lb.	Insect Powder, Pure, 10c lb.
Alcohol, Denatured, 5c gal.	Lobelia Herb, 15c lb.
Aconite Root, 10c lb.	Lycopodium, 10c lb.
Asafetida, 10c lb.	Mercurials—
Camphor, Monobrom., 15c lb.	Bisulphate, 9c lb.
Cantharides, Chin., 10c lb.	Rhe Mass. 3c lb.
Capsicum, Afr. pods, 1c lb.	Blue Oint., 30%, 3c lb.
Chillies, Mombasa, 2c lb.	50%, 4c lb.
Cramp Bark, true, 5c lb.	Calomel, 9c lb.
Echinacea Root 5c lb.	Corros. Sublimat., 8c lb.
Ergot, 25c lb.	Red Precip., 10c lb.
Gelsemium Root, 3c lb.	White Precip., 9c lb.
Gelatin, Silver, 15c lb.	With Chalk, 4c lb.
Glycerin, C. P., 1c lb.	Nutmegs, 2c lb.
Golden Seal Root, Powd., 15c lb.	Sage, Greek, 5c lb.
Guarana, 20c lb.	Senega Root, 10c lb.
Hexamethylene, 10c lb.	Unicorn Root, true, 30c lb.
	Wormseed, American, 5c lb.

Declined

Acid Citric, 3c lb.	Juniper Berries, 1c lb.
Bismuth Salts, 10c lb.	Mastic Gum, 10c lb.
Caraway Seed, Afr., 1/2c lb.	Mustard Seed, Eng. Yel., 1/2c lb.
Cloves, Zan., 2c lb.	Pepper, Black Sing., 1/2c lb.
Collodion, U.S.P., 5c lb.	White Sing., 1/2c lb.
Ginger, Jap., 1/2c lb.	*Quinine, 5c oz.
Grains Paradise, 5c lb.	Savory, 1/2c lb.
Haarlem Oil, Dom., 50c lb.	Uva Ursi, 1c lb.
Licorice Mass, 4c lb.	Valerian Rt., Belg., 5c lb.
*Second Hands	

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acid Salicylic	\$3.53	\$3.53	\$4.48	\$5.93
Calomel	1.68	1.59	1.99	2.00
Camphor, Jap., ref.	3.60	3.60	3.45	4.00
Glycerin, C.P.	23	22	21	60
Menthol	13.25	13.25	9.75	7.00
Opium, Gum	6.75	6.75	7.00	22.50
*Quinine Sulphate	1.10	1.15	1.35	1.00
Cantharides, Russa.	4.00	4.00	3.50	4.00
Ergot, Spanish	4.75	4.50	4.00	1.95
Buchu, Short	2.45	2.45	2.25	2.55
Ipecac, Caribgea	3.20	3.20	3.00	4.25
Rhubarb, H. D.	None	None	1.85	.79
Cloves, Zanzibar .....	.53	.55	.53	.47
*Second Hands				

A tendency of business to slow down in anticipation of the approaching holiday period is already noticeable among the drugs and fine chemicals. General trading has lost much of its snap during the past few days, and it is not expected that a great deal more active buying will take place until after the first of the year. Routine business for the past week has been confined principally to small lot purchases for immediate requirements. There have been quite a number of important price reductions, but the large majority of revisions continue to be upward. Short stocks, particularly among many of the crude drugs, are still causing the greatest difficulty to consumers, while prices lend little encouragement in securing supplies.

The leading price movements this week include advances in denatured alcohol, monobromated camphor, oxalic acid, silver label gelatin, ergot, hexamethylene, insect powder and the mercurials. Lobelia herb, aconite root, asafetida, true cramp bark, senega root, American wormseed, golden seal and Chinese cantharides are higher. Manufacturers have reduced citric acid and bismuth salts. Cloves are easy and lower. Licorice mass, gum

mastic, peppers, haarlem oil and caraway seed have declined.

Fine Chemicals

Acid, Citric—There is somewhat of an easier tone in citric acid in spite of the fact that some second hands maintain that the price is higher at 90c. Manufacturers have just reduced their quotations to 87c a pound for crystals in barrels and 88c for powdered. For second hand material 88c can be done.

Acid, Oxalic—Spot supplies have become run down, and an active demand has sent the price up on finding stocks scarce. For crystals in barrels, 32c@35c a pound as to seller and quantity is the range at present. This week 120 casks came in from Rotterdam.

Alcohol—Owing to the continued difficulty in obtaining plentiful supplies of denaturing materials and their high price, manufacturers have again advanced the price for denatured alcohol. Demand is active at the new figures, 71c@73c for 180-degree proof and 73c@75c per gallon for the 188-proof. Wood alcohol is very strong, with prices unchanged and stocks scarce.

Bismuth Salts—Manufacturers announced a decline of ten cents per pound in all bismuth salts last week following an easier price of the metal. The new price basis gives the subnitrate at \$2.90 a pound and other products correspondingly lower.

Camphor—There has been little or no activity in camphor this week. Importers continue to quote \$3.60 @ \$3.65 for Japanese slabs. American refiners are doing a nominal business for regular trade at \$3.30 a pound, but real deliveries will not begin before late next month or early in February. Manufacturers have just advanced the price of monobromated camphor to \$5.05 a pound for fifty-pound lots.

Glycerin—The coal situation and scarcity of crudes has led refiners to again advance their quotations for C. P. glycerin. Drums are now named at 23c per pound, although 22 1/2c and even 22c can still be done in second hands. Cans are named at 24c a pound. Dynamite is steady at 21 1/2c@22c a pound in drums. Buying demand is reported to be quite active.

Haarlem Oil—Competition and improvement in the supplies of the domestic product have weakened the price. Down to \$3.50 per gross can be done, but \$3.75 @ \$4.00 is mostly quoted. Imported is steady without change at \$5.50.

Hexamethylene—The tight position of wood alcohol and formaldehyde has produced a shortage in hexamethylene. The price has been moved up by sellers and is now named at \$1.30@1.35 a pound.

Licorice Mass—Large arrivals, and demand only routine, have sent the price of licorice mass still lower. Dealers are quoting 54c@55c a pound, and this can be shaded without any great difficulty.

Lycopodium—There is practically no lycopodium powder to be had on this market. A few odd jobbing lots have been sold as high as \$2.25, and the price is generally conceded to be \$2.10 for a quantity if available.

Menthol—The market has shown no change during the week and has been unusually inactive for menthol. The price still hovers in the neighborhood of \$13.25 a pound duty paid, but from the volume of buying which is going on, is apparently not very attractive to

consumers at this level. There seems to be a general fear among buyers to touch menthol in any way, either on speculation or for legitimate consuming needs. Manufacturers are stretching stocks in every way possible to avoid entering the market at this time.

Mercurials—The recent sharp advances in quicksilver were followed last week by corresponding advances in the mercurials. The new prices are quoted on a basis of \$1.68 per pound for calomel in fifty-pound lots.

Quinine—The second hand situation here is still rather easy, with speculative interest very quiet. For spot Java sulphate, \$1.10 per ounce can be done, with 95c named for shipment next month from Java. The London market is reported very firm. Last week 22 cases totaled the imports here. Manufacturers quote 90c per ounce in hundreds without offer and are still unable to take care of anything like their full quota of business.

Crude Drugs

Aconite Root—Supplies on the spot have been greatly reduced, and all the lots which are left have been advanced by holders to 90c a pound for U. S. P. stuff.

Asafetida—A firmer condition is noted in the case of gum asafetida, owing to a temporary reduction in the size of spot stocks. Whole lump is named at \$3.40 @ \$3.50 a pound, while the powdered is still scarce at \$5.00 @ \$5.25.

Cantharides—There is practically nothing to be had in the way of Russian cantharides. The Chinese has advanced sharply on the active demand and the deep inroads which are being made into remaining stocks. For whole Chinese, the price is now \$1.40 @ \$1.45 a pound and for the powdered \$1.55.

Capsicum—An advance in the price of African pods has been noted. The price is now 17c @ 18c a pound.

Chillies—Mombasa chillies are higher at 18c @ 19c a pound.

Cloves—A recent importation of 2,762 bales of Zanzibar cloves from Durban has weakened the market here considerably and given rise to several rumors regarding the size of stocks in primary markets. The belief seems prevalent that there are good sized stocks which are being held back and that the present price here is solely the outcome of speculation. On the spot, 52½c @ 53c a pound is quoted. Amboynas are quiet at 54½c @ 55c.

Cramp Bark—True bark is becoming scarcer, and the price has again been jumped upward to 50c @ 55c a pound.

Ergot—Spot stocks have dwindled materially and although it is believed that there is more in Spain than shippers will admit, little is coming here. The price is higher and firm at \$4.75 a pound inside.

Golden Seal Root—The price is higher here on renewed activity. Whole is steady at \$6.00 @ \$6.10, while the powdered is active at \$6.50 @ \$6.75 a pound.

Insect Powder—The acute scarcity continues, and quotations are practically nominal except where holders are known. The last sales which have gone through here have brought as high as \$1.00 a pound. One holder is still taking care of his regular trade in a small way at 90c per pound. The outlook for new supplies is not very encouraging.

Lobelia Herb—The supplies on the spot have been almost cleaned out, and such remaining lots as are to be had here are being quoted at a sharp advance. Nothing is available under 75c and some are asking 80c per pound.

Mastic Gum—Owing to good arrivals and a replenishment of stocks here, the price has taken a drop. Quotations are now being made at \$1.00 @ \$1.05 per pound.

Peppers—Both white and black Singapore peppers are lower. For the former, 28½c @ 29c a pound is ruling, while the black has declined slightly to 17½c @ 18c.

Sage—Small lots of Greek sage have sold at 20c during the week. Some Spanish is now available at 15c @ 16c a pound. Good supplies are en route to this market.

Senega Root—There has been little improvement in supplies, and the price is higher at \$2.05 @ \$2.25 a pound according to seller. A \$3.00 market is predicted.

Wormseed—American wormseed is higher on the active demand at 35c @ 40c a pound. Levant is very scarce at \$1.25.

FUNDS FOR DRUG INVESTIGATIONS

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 16.—Large sums of money are to be expended by the various Government departments during the fiscal year beginning July 1, next, in various investigations in drug and chemical lines, according to estimates which have just been submitted to Congress.

The Bureau of Internal Revenue of the Treasury Department estimates that \$750,000 will be required for expenses in enforcing the provisions of the act to restrict the sale of opium. This sum is the same as was appropriated for that purpose during the current fiscal year.

It will cost \$605,081 to enforce the law prohibiting misbranding of drugs and foods, according to the estimate of the Bureau of Chemistry of the Department of Agriculture, which also asks for \$25,000 for the investigation and development of methods of manufacturing insecticides and fungicides, and for investigating chemical problems relating to the composition, action and application thereof.

The Bureau of Animal and Plant Industry asks for \$77,020 for the investigation of drug, medicinal, poisonous and other plants and plant industries, in co-operation with other branches of the Department of Agriculture, State experiment stations and others interested in such matters. This Bureau also expects that its investigations of diseases of drugs and related plants and other crops will cost \$108,900, and asks also for \$59,820 for the investigation, testing and improvement of plants yielding drugs, spices, poisons, oils and related products and by-products.

Fifteen thousand dollars will be required by the Bureau of Standards of the Department of Commerce for its work in the development of color standards and methods of manufacturing and of color measurement, with special reference to their industrial use in the standardization and specification of colorants such as dyestuffs, inks, textiles and other products.

The Department of Agriculture is also interested in this work, and has asked for \$99,280 for investigation and experiment in the utilization for coloring purposes of raw materials grown or produced in the United States.

The Vino Medical Co., through George W. Olvany, has brought suit to restrain E. Morando and Peter Galipole from breaking locks and forcibly entering the premises at 200 West Houston Street. The Vino company says the defendants threaten to oust the company by force, and have already damaged the premises estimated at \$1,000.

The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Page 34

ACTIVE BUYING IN ESSENTIAL OILS

Oil of Cubebs, Peppermint, Citronella, Oil of Cedar Wood, and Oil of Orange are Firmer—Advances are Noted in Wormwood Oil, Eucalyptus, Tansy, and Lavender Oil

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced

Oil Peach Kernel, 3c lb.	Oil Sassafras, Artif., 5c lb.
Oil Cubebs, 25c lb.	Oil Tansy, \$1.50 lb.
Oil Eucalyptus, 5c lb.	Oil Wormwood, \$2 lb.
Oil Lavender Flowers, 25c lb.	Heliotropin, 25c lb.

Declined

Oil Cajuput, Native, 5c lb.

Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot	\$5.00	\$5.00	\$4.60	\$7.88
Oil Citronella, Ceylon.....	.65	.65	.53	.51
Oil Cloves	3.90	3.90	3.50	3.25
Oil Lavender Flowers.....	10.25	10.25	9.25	6.00
Oil Lemon	1.40	1.40	1.20	1.55
Oil Peppermint	8.00	8.00	7.75	5.80
Oil Sandalwood E. I.....	10.50	10.50	10.50	13.85
Oil Sassafras, Artif.....	.85	.85	.75	.66
Benzaldehyde, U.S.P.	1.50	1.50	1.25	5.60
Coumarin	8.25	8.25	8.00	21.00
Eucalyptol	1.50	1.50	1.40	1.25
Methyl Salicylate .....	.75	.75	.60	1.00
Vanillin	1.00	1.00	.77	.93
Thymol	11.00	11.00	7.25	13.50
Menthol	13.25	13.25	9.75	7.00

In spite of the almost prohibitive levels to which essential oil prices are mounting, buying is reported to be continuing briskly. The great portion of the products which are being taken up is passing directly into consuming channels. At the same time, there is no doubt but that consumer stocks are greatly reduced, and present purchases are to take care of such immediate requirements as are absolutely necessary. The outlook for improvement in supplies here is not altogether encouraging, with both domestic and foreign primary markets reporting short crops of numerous items. A wider variation in prices among leading dealers is becoming very marked as the general level of quotations advances.

Higher prices are noted this week in peach kernels and eucalyptus oils. Wormwood oil is sharply higher in several quarters. Tansy has moved upward. Wide differences are noted in prices for lavender oil, one dealer quoting at a sharp advance. Oil of cubebs is firmer. Peppermint, both natural and U. S. P., is maintained strongly. Citronella is in a very firm position although quotably unchanged. Oil of cedar wood is extremely scarce and firmer. Orange, spearmint, cloves and wormseed hold steady and strong at recent advances. Safron continues very scarce.

Essential Oils

Oil Almond—U. S. P. oil of bitter almonds is reported to be in steady routine demand at \$9.25@9.75 per pound according to seller. For bitter oil free from prussic acid, up to \$10.00 a pound is being asked by one seller. The general run of quotations, however, is about \$9.50. Artificial oil of almonds (benzaldehyde) U. S. P., is firm all the way from \$1.25 per pound up to \$2.00, as to quantity and holder. Peach kernel oil is stronger at 45c a pound inside, up to 48c and 50c being asked. The sweet oil is unchanged and quiet at 95c@1.00.

Oil Anise—Any figure from \$1.50 up to \$1.75 a pound is being named as the market here for U. S. P. anise oil. Most quotations are in the neighborhood of \$1.60. Importations this week total 25 cases from Tientsin.

Oil Bay—The price is firm at \$5.00 in importers' hands, although a broker reports that he can do \$4.75. As high as \$5.25 is heard. Stocks are limited, but demand has quieted down somewhat. On heavy importation of bay rum last week, the price dropped to \$3.20 per gallon here.

Oil Bergamot—No new developments are reported in bergamot. Importers are firm in their ideas of price at \$5.00, although \$4.90 can be done. All the Messina essences are stronger in primary markets, and higher costs here are predicted as the result of advanced quotations for future deliveries. For small lots on the spot \$5.25 is being asked.

Oil Bois de Rose—Although general quotations give \$10.00 per pound with little or nothing available, one house quotes their price as \$9.00.

Oil Cajuput—The native oil is quiet at 85c a pound with some sellers quoting up to 90c. U. S. P. is steady without change at \$1.00@1.25.

Oil Cassia—For technical oil of cassia, \$2.35 a pound is the best figure, with most holders asking \$2.40. Up to \$2.55 a pound is quoted for lead free oil, although down to \$2.45 is possible to do. The redistilled is firm at any figure up to \$3.00 a pound, \$2.85 being most generally asked.

Oil Cedar—Oil of the wood is very scarce, and the price is stronger at 30c@32c a pound for spot goods. Little is to be had from the factories. Cedar leaf oil holds steady with a routine demand on the limited supplies which are held without change at \$2.40@2.50 a pound.

Oil Citronella—An active demand for Ceylon citronella oil continues to hold the price firm at the recent advances. Stocks on the spot have become notably run down, although an importation of about 90 drums has been noted this week. The best figure for spot oil in drums is 65c a pound with correspondingly higher figures for small lots. Java oil is quiet and unchanged at 90c@95c a pound.

Oil Cloves—Brokers are naming \$3.60@3.70 a pound for oil of cloves. Leading essential oil houses here name \$3.90 a pound as inside for oil in cans. Demand is of a steady conservative character. Just what effect the recent importation of 2,700 bales of cloves and a considerably lower spot price for the spice will have on the oil is difficult to say at this time. An easier price should follow.

Oil Cubebs—In view of the small supplies of the raw material, oil of cubebs shows a firmer tendency, several houses advancing prices since the last report. The best figure heard here is \$9.00 a pound for U. S. P. oil, while some sellers are asking \$9.50 and up to \$9.75 a pound. For jobbing quantities \$10.00 and higher is quoted.

Oil Eucalyptus—Inside on the spot seems to be \$1.00 a pound for U. S. P. oil. Supplies continue exceptionally scarce with mostly a small lot business passing. As high as \$1.10 a pound is quoted, as prices show a tendency to creep upward.

Oil Juniper Berries—While from one quarter it is reported that oil of juniper berries is easier and the price lower, other sellers are maintaining their prices firmly at the old levels. For rectified oil, \$7.00 a pound can be done and beaten, it is reported. At the same time, leading houses quote \$8.00 and up. For twice rectified, any figure from \$8.00 a pound up to \$10.00 is within the market range.

Oil Lavender—Some houses are still disposing of their remaining small stocks at \$10.00 a pound. Others are quoting as high as \$11.00 for their U. S. P. goods. Quotations are generally firmly maintained in view of the continued reduced supply on the spot. Spike oil is in demand, but little is available at the market figure of \$2.00.

Oil Lemon—Down as low as \$1.35 for U. S. P. oil of lemon is still available in this market. Importers are naming up to \$1.50. Producers have altered their views very little as to higher prices, and quotations for forward delivery are commanding an advance. Present consumption is routine, but with the advancing season and increased demand, it is believed that the price will tend upward. The general tone of the market in New York at present is firm. Importations this week totaled 120 cases from Messina.

Oil Orange—Although the strong market for the orange oils is stiffly maintained, prices have remained stationary this week. For bitter oil, \$3.50@4.00 a pound is quoted, while West Indian sweet oil is named at \$3.75@3.80. Italian sweet oil is also unchanged at \$4.25@4.75 a pound as to seller. Importations this week totaled 117 cases of West Indian and 42 cases of bitter oil.

Oil Peppermint—Prices for oil of peppermint on the spot are firmly maintained with a higher quotation heard from one leading house. The general level of such routine, hand-to-mouth buying as is reported here holds at about \$8.00 for natural oil with \$8.25 asked in one quarter. U. S. P. oil is apparently held at \$8.75 inside, although 1,000 pounds were sold by an overstocked producer last week at \$7.80. Restricted quantities of oil only are moving into consuming channels and will evidently continue as long as present prices hold out.

Oil Tansy—Scarcity here has induced two dealers to jump their quotations to \$6.00 and \$7.00@8.00 a pound respectively.

Oil Wormwood—Practical depletion of supplies is responsible for a sharp advance in the price by holders. Inside seems to be \$12.00 a pound with greatest difficulty in finding the goods.

Aromatic Chemicals

Eucalyptol—According to the dealer, quotations on eucalyptol vary between \$1.40 and \$1.60 a pound. The \$1.40 price is the lowest heard for several weeks. Supplies are still very small. An advance in the price of the oil has just been noted.

Heliotropin—This item is slightly stronger at \$4.00 @ \$4.50 a pound.

Menthol—There has been no development in the menthol situation this week, the market being practically "dead." The price is unchanged at about \$12.65 a pound in bond as near as can be determined with some business passing at \$13.25 for goods released. Buyers continue to hold aloof awaiting a real definite turn in the price one way or the other. Japan quotes \$14.00 a pound c. i. f. New York in recent cables, but are not finding ready buyers here at this figure.

Thymol—The price is very firm but unchanged this week. Quotations name \$11.00@11.50 a pound.

Essential Oil Notes

The sharp advance in lemon oil last week is said to have had its origin in the fact that three or four Sicilian exporters found it necessary to cover spot and future deliveries. Efforts to squeeze these exporters caused prices to jump and encouraged speculation. The advance in sweet orange oil is attributed to small stocks of the oil. It is believed that the bitter oil supply will be entirely inadequate to meet the demand.

The legislative council of Seychelles, a British island in the Indian Ocean off the East coast of Africa, has passed an act that no one, whether a planter or trader, will be allowed to deal in essential oils, vanilla, cinnamon bark or other local products without previously obtaining a license. The law is to prevent thefts by natives, the plantations having suffered severely.

Alfred Joensson, Inc., 100 John Street, an organization recently incorporated with a capital of \$1,000,000 for the purpose of dealing in crude drugs, spices, essential oils, etc., has taken over the firm of H. J. Macbeth, Inc., of this city.

The manufacturing and selling of chemicals, perfumery, fats, oils and soaps will be undertaken by the Paterson Brewing and Malting Company, of Paterson, N. J., which has filed a certificate in New Jersey.

Ceylon imports in 1917 and 1918 included acids valued at \$127,800 and \$279,600; candles \$152,400 and \$61,500; perfumery \$75,500 and \$80,000; soap \$164,000 and \$189,900; fertilizers \$1,600,000 and \$2,104,000.

FLAVORING EXTRACT REGULATIONS

Regulations governing the manufacture and sale of preparations containing non-beverage alcohol will be issued early in January. A conference of members of the Flavoring Extract Manufacturers' Association and Prohibition Commissioner John F. Kramer and officials of the Bureau of Internal Revenue was held recently in Washington to discuss details. It is understood that no limit will be placed on the size of containers, owing to the fact that hotels and other large interests buy in quantities.

Richard H. Bond, chairman of the Legislative Committee of the Flavoring Extract Manufacturers' Association, said it was the evident intent of Congress as shown by the language of the act, that such products should be unfit for beverage purposes by the normal man. He did not know, he said, of a single case from his own experience of the use of flavoring extracts for intoxicating beverage purposes, but doubtless such preparations were used by men of abnormal appetites. In the drafting of regulations he asked that, first consideration be given the public, which depends upon flavoring extracts as now manufactured.

J. G. Caffrey, of the Prohibition Commissioner's office, said the attitude of the Government on the question who would be held responsible for the sale of non-beverage alcohol for other than non-beverage purposes would be in effect that the retailer and not the manufacturer would be called to account. Commissioner Kramer warned manufacturers not to forget their responsibilities under the law, and said that the sale by manufacturers of flavoring extracts or syrups under circumstances from which the seller might reasonably deduce that they were being used for beverages, would be followed by quick action by the Department.

The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 34 and 36

CAUSTIC SODA FOR 1920 HIGHER

Bichromate of Soda Under Heavy Speculation During the Week—Bleaching Powder Price Tending Upward—Sulphuric Acid in Strong Demand—Ammonia Water Higher

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced

Aqua Ammonia, 1½c lb.	Bichromate of Potash, 4c lb.
Ammonium Sulphate, 50c lb.	Caustic Soda, Domestic, 70c per 100 lbs.
Ammon. Muriate, White, 1½c lb.	Export, 50c per 100 lbs.
Barium Chloride, Imp., \$10 a ton	Permanganate of Potash, Com'l
Bleaching Powd. Exp., 35c@50c	5c lb.
per 100 lbs.	Sodium Sulphide, 1c lb.

Declined

No Declines

Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial.....lb.	\$1.23½	\$1.23½	\$1.23½	\$1.19½
Sulphuric Acid, 66 deg.....ton	20.00	20.00	18.00	28.00
Bleaching Powder.....100 lbs.	2.75	2.50	2.25	2.75
Copper Sulphate.....100 lbs.	8.00	8.25	8.25	9.50
Potash, Caustic.....lb.	.30	.30	.28	.74
Saltpeter, gran.....lb.	.13½	.13½	.13½	.27
Soda Ash, 58 p.c.....100 lbs.	2.00	2.00	2.00	2.50
Caustic Soda, 76 p.c.....100 lbs.	4.20	3.61	3.30	4.30
Potassium Bichromate.....lb.	.32	.28½	.26	.45

Sales are greatly restricted, because of the lack of supplies. Caustic soda for 1920 delivery is higher. The demand is very heavy, and offerings are extremely scarce on spot or early futures. Bleaching powder is higher for export. There was heavy speculation in bichromate of soda. At the close the market had quieted down. Alums are higher. Aqua ammonia has been advanced on account of stringency. Ammonium sulphate is higher, and considerable interest is manifested on quotations over the latter part of 1920. Barium chloride is up, especially the imported. Bichromate of potash is higher and under steady inquiry. Japanese chlorate has been offered at a low figure delivered at this port. Domestic chlorate is steady. Prussiates are slightly firmer, although red is being offered more freely. Permanganate is higher.

Acids are unchanged. Sulphuric is in strong demand. Muriatic is easier.

Sulphide of sodium is higher, owing to increased cost of production.

Acid, Acetic—Requirements for domestic consumption continue heavy, and export business, especially in the Italian market, is stronger. The supply appears to be in keeping with the demand, although some holders have limited supplies. Glacial is \$12.50 per hundred, barrels inclusive; 80 p. c. pure is held at 9½c; redistilled at 8½c, and commercial at 8c. The above prices include containers.

Acid, Muriatic—Tank car rate on 100 lbs. is \$1.50 on 20-degree acid, but a higher price is quoted by some holders. The demand continues strong for domestic consumption, with the supply somewhat stringent. From \$1.65@1.75 is quoted on carboys.

Acid, Sulphuric—Depletion of stocks holds this market in a very firm position. The demand for next year is very large, and the supply is not in keeping with the requirements. Production is sold ahead. The 60-degree acid is unchanged at \$16.00; 66-degree is \$19.00 @ \$22.00. Oleum is firm at \$22@28 a ton. Second

holders of 66-degree are quoted as high as \$25. Prices are on tank car lots at sellers' works.

Acid, Nitric—Quotations are holding very stiff, owing to the heavy demand. The supply is fair, and stocks are gradually being depleted. Prices are 7½c@7¾c for the 42-degree material.

Acid, Hydrofluoric—The stringent market on fluor-spar holds the bid firm. The demand is steady. Quotations are 8c@9c on the 30 p. c.; 11c@12c on the 48 p. c.; 12c on the 52 p. c., and 15c for the 60 p. c.

Alums—While advances have been made by second holders, producers for the most part are quoting at the old figures, except on small lot business. Lump is still 4c per pound; ground 4¼c, and powdered 4½c. However, up to 6c is heard on spot powdered. The market is practically bare, production being tied up on contract. Chrome ammonium is very firm at 15c @16c per pound. The supply is light here. The various other grades are strong, with quotations from 7¾c @8c on potash lump and from 17c@18c on the chrome.

Aluminum Sulphate—Buying is steady, with prices slightly firmer. Commercial is quoted at \$1.75@2.00, and iron free at \$2.75@3.00 per hundred.

Ammonia Water—Owing to the increasing cost of production and scarcity, manufacturers have sharply advanced the price. Tanks are now quoted on the basis of 8¾c for the 26-degree, with carboys at 10¼c per pound.

Ammonium Sulphate—Spot goods are held at \$7.00 per hundred f. a. s. New York. Heavy sales are being put through, and inquiries from the Japanese market continue to be received. Production is tied up until well into May. Deliveries over May and July have been quoted at \$6.30 f. a. s., Southern points, and July-December delivery at \$6.15 f. a. s. this port. Speculation is still rife.

Ammonium Muriate—White granulated has been under heavy buying, and prices are higher. The demand is strong and supplies are extremely light, being controlled by one or two holders. About 15c@16c per pound is being asked. Lump is in good demand, but has failed to advance. Casks are 24c per lb., and less quantities up to 28c. Grey material is unchanged at 12½c.

Arsenic—The demand is steady, and the market is under heavy contracting. Imported stocks to arrive are held at 11c. The local market is close to 10½c on quantities, and up to 12c on small parcels.

Barium Chloride—Heavy requirements and lack of imported goods have caused an advance in price, which is about \$92.00@93.00 per ton. Domestic stocks are limited.

Bleaching Powder—Manufacturers are not quoting on export business, owing to the stringency of stocks. Where material for export is available, the spot price is \$3.25 per hundred pounds, f. a. s. New York. Domestic contracts are higher at \$2.75@3.00. However, \$2.50 is still quoted by some dealers.

Copper Sulphate—About 7¾c was named during the week on large crystals. The demand is very light, and second holders appear to be pretty well loaded up with stocks. Producers' prices are 8c@8¼c on the large crystals. Export business is light.

Fluorspar—Domestic production is limited, and offerings are scarce. From \$75@\$80 a ton is named on the powdered.

Caustic Potash—The supply is still light and the demand fairly heavy at 28c@32c on domestic goods, and 25c on export.

Bichromate of Potash—Further depletion of stocks and continued inquiry have advanced prices. From 32c@35c is asked. The supply is limited. Western material is quoted on futures at 27½c per pound.

Carbonate of Potash—80-85 per cent material is quoted at 24c per pound. The demand is limited as well as the stocks which are controlled by a few holders; 95 p. c. carbonate is obtainable at 34c; U. S. P. material is strong and scarce.

Pernanganate of Potash—Supplies are very scarce, and quotations are higher at 57c@60c per lb. for the commercial.

Prussiate of Potash—Recent importations have eased the market, and offerings are made at 95c@\$1.05 on spot goods. Yellow is slightly firmer at 38c for spot and 33c for material to arrive. The Cleveland market closed at 40c on Friday.

Caustic Soda—The majority of producers refuse to quote being without stocks. About \$4.00@\$4.25 is the market. One lot of 1,000 tons was offered at \$3.50, sellers' works, on contract over 1920. The price on domestic deliveries for 1920 is \$3.30 per hundred pounds, basis 60 per cent, sellers' works. In all probability the price will continue upward, until the supply is in keeping with the requirements.

Soda Ash—Contract business is still named at \$1.62½@\$1.67, f. o. b. sellers' works. The prices of ash in barrels for export is \$1.90, less one to five per cent f. a. s. New York.

Sodium Bichromate—There has been heavy speculation in the market during the week, prices reaching 45c and gradually falling off to 29c per pound. The upward trend was, without doubt, due to fear that the coal stringency would close down plants. The market at the present time appears to be on a downward trend, but in all probability the price will not drop below 20c for some time. Second hands are offering contracts over the year at 17c@18c per pound. Spot goods are obtainable at 29c@35c per pound, with the demand somewhat easier at the close.

The New Jersey Chemical Society was addressed at its December meeting in Newark, N. J., on Monday evening, Dec. 8, by J. Strother Miller, Jr., chief chemist of the Barber-Asphalt Paving Company, Perth Amboy, who gave an interesting talk on "The Lake Asphaltum Industry" illustrated by motion pictures. Dr. E. C. Holton, chief chemist of the Sherwin-Williams Co., Cleveland, O., spoke on "The Manufacture of Paints and Varnishes" also illustrated by means of motion picture films. C. L. Bryden, of the United Filters Corporation, New York, read a paper on "Filter Presses and Filtration." Twenty-seven new members were added at this meeting.

The report of the Bandoeng quinine factory for 1918 states that the activity again experienced a great extension. During the course of the year the deliveries of the various quinine undertakings amounted to 312,000 kilos of quinine in bark form. The stocks in the warehouses at the end of December, 1918, amounted to 66,266 kilos of sulphate in the form of bark, so that the stocks had been increased by about 39,000 kilos. The net profits for the year amounted to £77,000, which sum permitted of the payment of a dividend at the rate of 100 per cent for the year.

Industrial Chemical Notes

The Dearborn Chemical Co., Chicago, has awarded contracts for a brick plant, to cost \$40,000.

Charles M. Schwab has bought the shares of the United Zinc Smelting Corporation, which has a smelter at Moundsville, W. Va.

The Pocahontas Guano Co., Lynchburg, Va., has awarded contracts for an addition to increase the capacity to 1,500 tons. The structure will cost about \$125,000.

H. E. Cleaves, formerly chemist with the Metal and Thermit Corporation, Jersey City, N. J., is with the Charleston Chemical Company, Charleston, W. Va., as chief chemist.

Importations of cyanide of potash during the nine months ended with September, 1919, amounted to 720,461 pounds, against 141,808 pounds in the same time last year, and 104,204 pounds two years ago.

Arthur R. Cade, formerly instructor in chemistry at the University of Minnesota, Minneapolis, Minn., is now associated as research chemist with the National Carbon Company, of Fremont, Ohio.

The Department of Agriculture is enforcing strictly the order against the presence of over one-tenth of one per cent of borax in potash used for fertilizers. It is said that nitrate of soda contains borax.

The Channel Chemical Co., Chicago, has broken ground for a four-story factory building about 150x300 feet, to be located at 4501-15 South Western Boulevard, estimated to cost \$400,000, including equipment.

Sulphur, both crystalline and massive, is found on two small islands in the Bay of Plenty, off North Island, New Zealand, and in the district on the adjacent mainland. All these deposits have been worked spasmodically.

Edgar S. Ross, formerly chief chemist for the Charlotte Chemical Laboratories and Columbite Reduction Co., Charlotte, N. C., is now located at New Hampshire College, Durham, N. H., where he is to carry out a special research in rare earths.

The United States Realty and Improvement Company has leased the O'Neill store on Sixth Avenue for twenty-one years to the Partola Manufacturing Company. The Partola company has departments in several locations in the city and will combine all the activities under one roof. It will pay \$2,000,000 for the entire term of the lease.

Total production of refined potassium salts during 1918 amounted to 53,503,017 pounds, valued at \$17,491,414; the sales amounted to 43,674,844 pounds, valued at \$15,634,125, according to a report by the United States Geological Survey. In addition there were produced 62,972,000 pounds of potassium chloride, more or less refined, and 13,652,000 pounds of potassium sulfate.

A plant for the manufacture of caustic soda and liquid chloride is being constructed for the Monsanto Chemical Company on the east bank of the Mississippi, opposite the company's present buildings. In addition to the caustic soda and chloride building, the company has under construction a 2,000 horse power plant to generate electricity for the new venture. It will cost \$300,000 and will have two 1,000 kilowatt reciprocating generators.

The Color and Dyestuff Market

Current Spot Quotations of Colors, Dyestuffs, etc., Pages 36 and 48

MANY DYESTUFFS VERY SCARCE

Aniline Oil Firmer—Advances Made in Benzol and Toluol—Logwood Higher—Dextrines and Starches Difficult to Obtain for Prompt Shipment—Shortage of Many Colors

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced		Declined	
Acid H, 15c per lb.		Hematine, Crystals, 30c lb.	
Benzol, Pure, 2c lb.		Naphthalene, Flake, 1/8c lb.	
Benzol, 90 p.c., 1c lb.		Logwood, Solid, 5c lb.	
Dimethylaniline, 5c lb.		Toluol, Pure, 2c lb.	

Declined
No Declines

Trend of the Market

	Today	Last Week	Last Month	Last Year
*Benzol, C. P.	\$.27	\$.25	\$.28	\$.24
Naphthalene, flake	.07	.06 1/2	.06	.09
Phenol	.12	.12	.12	.44
Xylol, pure	.40	.40	.40	.45
*Toluol, pure	.28	.26	.24	1.30
Aniline Oil	*.32	.32	.28	.28
Benzaldehyde	.65	.66	.65	3.75
Betanaphthol, dist.	.50	.50	.45	.65
Paranitraniline	1.10	1.00	1.00	1.70
o-Toluidine	.25	.25	.25	1.00

*Nominal

Depletion of stocks and price advances characterize the market on the coal-tar crudes, intermediates and many of the miscellaneous items. Demands continue heavy, but sales are greatly curtailed because of the inability of sellers to locate stocks. No improvement is noted, and from all indications a stringency on many of the important items will be felt well into 1920. The demand for H-acid and dimethylaniline was very heavy over the week for spot material as well as for future delivery, but sellers were unable to meet the needs, owing to the sold-up condition on both markets. Prices have been advanced. There are still a few odd lots of aniline on the oil market, but a much firmer tendency is looked for as soon as outside sources are cleaned up. New producers are entering the field. Aniline salt is nominal. Betanaphthol is sold ahead. Alphanaphthylamine is firmer, with offerings very limited. Paranitraniline is in strong request, and offerings are small at high levels. Monochlorbenzol has been under active buying, but is still in fair supply. Hydroquinone is scarce, and spot material is confined to second hands. Paratoluidine is extremely scarce and under heavy buying pressure. Orthotoluidine has been in keen demand and is slightly firmer. Resorcin is practically off the market.

Benzol and toluol have reached higher levels. These crudes are off the open market, with the exception of one or two odd lots. Supplies continue heavy on contract, and from reports production is slightly easier. Owing to the heavy demand for flake naphthalene, prices have moved up. Cresylic acid has tightened, and prices are unchanged.

Albumen continues soft, and prices are lower. Cutch is in light supply and fair request. Fustic is both in light supply and demand. Hematine is higher. Logwood is up. Dextrines and starches, although not in very strong request, are named at higher levels for spot goods, because of the difficulty of securing shipments from works. Potato dextrine closed under good

buying. Shellac is very scarce. Prices are nominal and are expected to go higher, owing to the acute shortage at primary points.

The color market is very active. There is a shortage of many important domestic makes, which are in big demand for export as well as for domestic consumption.

Intermediates

Acid-H—The situation is very acute, there being practically no supplies available for prompt delivery. Prices have advanced to \$1.75 for spot material.

Aniline Oil—There are still odd lots obtainable, but not at figures much under those quoted by manufacturers. The demand for 1920 delivery is decidedly heavy. The high prices have prompted new producers to enter the field, but owing to the recent advance in benzol, prices are likely to go higher. Present quotations are 33c@35c per pound.

Aniline Salt—Offerings for domestic delivery are limited, and sales are conditional that the material shall not be sold for export. Production is sold up well into 1920 on contract, and prices are likely to advance. From 38c@42c per pound is the price.

Alphanaphthylamine—A firm market is reported, with prices decidedly firm at 35c for domestic shipments. Heavy export business has cleaned up supplies for prompt shipment, and export prices are firmer and slightly higher.

Betanaphthol—The distilled product is practically off the market and is held at 50c per pound. Consumption is heavy, and very little material is coming through, except on contract. Deliveries for late January have been quoted at 44c and the contract price for 1920 is not likely to be lower.

Benzidine—Quotations are \$1.10@1.20 for the base, but this figure is cut by certain holders. The sulphate is quiet at 80c@\$1.00 per pound.

Dianisidine—Offerings for spot shipment continue light, because of the sold-up condition of the market. From \$10.00@12.00 per pound is named.

Dinitrobenzol—Stocks are under good movement on domestic business at 24c@32c per pound, depending upon holder.

Dimethylaniline—The continuation of heavy inquiries and lack of material have sent the price up. Owing to scarcity and the rising cost of raw material there is no market price on spot of nearby deliveries. Production is sold ahead until April by some makers, and 65c is named for shipments that month. The present price is about 70c per pound.

Hydroquinone—Available supplies for prompt delivery are controlled by second hands, who are quoting \$2.10@2.25 per pound.

Monochlorbenzol—Consuming requirements have broadened considerably, and ton lots have changed hands at 8 1/2c per pound. However, the supply continues heavy.

Nitrobenzol—From 16c@17c is generally quoted. The market is strong at this level, owing to the light supply.

Orthonitrotoluol—Requirements are limited, and prices are easy at 17c@20c per pound.

Paranitrotoluol—Quotations show a wide divergence of \$1.15@1.40, according to holder. The demand is steady, and the supply is ample.

Paranitraniline—The market is very firm, with offerings greatly curtailed. One large producer is under contract for his entire output for 1920. About \$1.10 is said to be the inside price for spot material.

Paratoluidine—The continued scarcity has brought new producers into the field, who are quoting from \$1.75@2.00 a pound. Very little material is available, as production on contract continues heavy.

Resorcin—Heavy buying has practically cleaned up the spot market, and offerings are limited. The price of the technical is \$3.50@5.00.

Coal-Tar Crudes

Benzol—While the stringency is not so pronounced, stocks on the open market are confined to odd lots at high figures, and prices have advanced on 1920 business. The 90 p. c. benzol is quoted at 25c in tanks and 26c@29c in drums. Pure is held at 27c in tanks and 28c@31c in drums.

Cresylic—The market has tightened up, and offerings are limited. The 95 p. c. dark is held at 72c in drums, carload lots; 97-99 p. c. straw at 77c; 50 p. c. at 60c; and 25 p. c. at 40c.

Naphthalene—Flake material has advanced and is now held at 7c for car lots, sellers' works. The demand is heavy, and supplies for spot shipment are limited. Occasionally an odd car is offered at 6¼c@6½c, New York. Ball is firmer, and offerings are made at 8½c on car lots and 9½c on less quantities.

Phenol—Export lots are quoted at 18c@20c per pound f. a. s. The material for foreign shipments is light and generally confined to odd lots. Domestic business continues at 12c@17c.

Toluol—In sympathy with benzol, higher prices are now named on this market. Pure is held at 28c in tanks and from 29c@32c in drum lots. Stocks on the open market are very limited and are confined to odd lots. The demand is strong, with offerings on spot largely from second hands.

Dye Bases and Dyewoods

Albumen—Chinese egg is soft, and very little action is reported. Prices are easy and range from \$1.40@1.50 per pound. Imported blood is off the market, and domestic is heavy. Prices on the domestic blood are 55c@60c per pound.

Annatto—Steady buying is reported. Prices are unchanged and are fairly firm at 5c@7c for the seed and 32c@33c for the fine.

Archil—Shipments are coming in, but are largely sold ahead. Prices are, for the most part, nominal at 17c@20c for the double; 19c for the triple, and 20c@25c per pound for the concentrated.

Cutch—Very little material is offered. The demand is fairly strong, with sales largely confined to one holder. The price is 21c@25c per pound.

Fustic—Supplies are scarce, and the demand is steady, but not at all spirited. Prices are firm. Both the sticks and chips are stronger at primary points. Solid is unchanged at 22c@27c; crystals 30c@40c; extract 42-degree 14c@16½c; and the 51-degree is unchanged at 15c@19c.

Hematin—The continued scarcity, together with the heavy demand, has caused a further advance on both the extract and crystals. The 51-degree is quoted at 14c; and the 100 p. c. crystals at 30c. The market is very active.

Dyestuff Notes

The Maas & Waldstein Co., Newark, N. J., has filed plans for an administration building on Riverside Avenue.

The Seaboard Paint Mfg. Co., Baltimore, is making rapid progress on the construction of its new paint plant on Calverton Road.

William J. Cotton, formerly with the color laboratory of the Bureau of Chemistry, Washington, D. C., is now with the research division of the National Aniline & Chemical Company, Buffalo, N. Y.

John Lucas & Co., Inc., Philadelphia, manufacturers of paints, oils and varnishes, has acquired the W. W. Lawrence & Co., Pittsburgh, Pa., capitalized at \$200,000. The purchase includes a large nine-story factory covering an entire city block in Pittsburgh.

F. E. Atteaux & Co., Boston, have just received on the steamship Valacia a large shipment of German dyes, which were purchased in 1914. There were 407 casks in the lot. A further lot of 975 casks will be shipped from Germany as soon as transportation can be arranged.

The Aniline Dye Corporation at a general conference has voted unanimously to increase its capitalization from 33,000,000 marks to 88,000,000 marks. The administration gave exhaustive reasons, citing among other things that the Baden Aniline Soda Corporation had succeeded in perfecting synthetic ammonia.

Color manufacturers report that brown shades which were quiet for a while will probably be the leader for spring. Navy is also being designated in many instances. The one addition which the new season adds to the list of colors that were popular for fall is green, which is a newcomer that is showing up very well in the demand. In silks, rose shades are understood to be coming along strong.

The workers in the Du Pont plants in Salem County, New Jersey, are urging members of Congress to pass the Longworth Bill. In a resolution, copies of which have been sent to Senators and Representatives in Washington, they state that 4,500 workers have organized an Employees' Conference plan. The employees of each department of the Du Pont works elect representatives who meet with other representatives named by the management in a general works conference to discuss and promote matters of mutual interest and benefit to employee and employer.

Logwood—Stocks are very limited, and because of the continued demand and higher prices for the sticks and chips at primary points, the extracts have all advanced. Solid is quoted at 25c; 100 p. c. crystals at 28c; and the 51-degree Twaddle at 15c. In view of the present stringency, higher levels are anticipated.

Dextrines and Starches—Holders' ideas of prices of spot stocks are higher because of the difficulty in securing material at works. Plants have been forced to close down, owing to shortage of coal, and shipments are very uncertain. Corn dextrine on spot has been quoted at \$8.00, starch, powdered at \$6.25, with futures at \$5.32. The market is practically bare of offerings on pearl. Potato dextrine is held at 16½c@18c. Domestic potato starch is unchanged and firm at 7¼c@8c per pound. Imported goods are quoted at the same levels. Practically everything in corn depends upon the ability to secure shipments from the mills.

The Oil Market

Current Spot Quotations of Oils, Page 38; Tallow, Greases, etc., Page 39

FOREIGN TRADE IN OILS CURTAILED

Exchange Rate Forces European Buyers Out of the Market—Good Demand for Fish Oils—Linseed Active—Cottonseed Oil Easy

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Coconut Oil, Dom., Ceylon, bbls., 5/8 lb.	Soya Bean Oil, Tanks, Coast, 5/8 lb.
Palm Oil, Lagos, 5/8 lb.	Olive Oil Foots, 5/8 lb.
Declined	
Red Oil, 5/8 lb.	
Tallow Oil, 10c gal.	

Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$1.14	\$1.14	\$1.15	\$1.55
Degras, Amer. bbls.	.07	.07	.07 1/2	.24
Lard, No. 1	1.33	1.33	1.35	1.50
Menhaden, South, crd.	.95	.95	.95	1.20
Nestsfoot, 20 deg. c.t.	2.25	2.25	2.25	3.19
Red Oil, Crude	.16	.16 1/2	.17	.17 1/2
Stearic Acid, T. P.	.30	.30	.30	.25
Coconut, Ceylon, dom. bbls.	.17 1/2	.17 1/2	.17 1/2	.17 1/2
Cottonseed, crude, tanks	.19 1/2	.19 1/2	.19 1/2	.17 1/2
Linseed cars, bbls.	1.87	1.87	1.72	1.57
Olive, denatured	2.50	2.50	2.50	4.25
Peanut, refined	.26	.26	.27	.22 1/2
Soya Bean, bbls.	.17 1/2	.17 1/2	.18	.18

*F. O. B. Mills

No signs of a renewal of activity in the oil market here have been noticeable during the week. With a few minor exceptions, the situation at last report is practically unchanged. Linseed oil continues to be the outstanding figure, heavy buying of all positions by consuming trades reported. Little resumption of active business from domestic consumers is expected before the latter part of next month. There is a good routine demand for fish oils. A narrow, conservative business is reported among the animal oils.

The sharp break in European exchanges during the past week has very effectively stamped out the last spark of demand for fixed oils from abroad at this time. About a year ago Europe bought heavily for a short time to satisfy immediate and imperative needs, but the steady tide of money rates against European buyers has forced them out of the market, and, until exchange rectifies itself materially, this potential demand cannot become a reality.

Vegetable Oils

Linseed Oil—The seed situation is hampering crushers in making deliveries as is also a shortage of coal in some cases. The short domestic crop and reduced shipments from the Argentine just at present has produced somewhat of a seed shortage. Prices are now generally uniform at the recent advances, all crushers concurring at \$1.87 per gallon for car lots in barrels December delivery, \$1.77 for January-March, \$1.72 for April and \$1.62 for May-September. Heavy buying of all positions continues from consuming quarters. The activity of the week in the seed market has shown a decline from \$5.50 per bushel for cash seed at Duluth last week to approximately five dollars per bushel at the present time. Inability to ship is reported responsible for the decline. At Buenos Aires, the price is slightly higher this week.

Cottonseed Oil—There has been more or less of an easy tendency in the cottonseed oil market all week.

There is not a great deal of interest being displayed by buyers in either spot goods or futures. Crude oil is quiet and unchanged, with quotations in tanks at the mills being still held at 19 1/2 c@20c. Prime summer yellow oil for December is about 20.70 with practically no developments noted, with the exception of a slight weakening. It is very likely that business in cottonseed oil will continue dull until after the holiday period.

Coconut Oil—The past week has added practically nothing to the lagging interest which buyers have been showing for some time. Such business as has passed is confined to small conservative purchases for immediate requirements. Among sellers a slightly improved sentiment is noted. Consumers, however, are evidently intent upon waiting until the middle of next month or later to see if prices will move at all in their favor. Soap production has been cut down sharply during the last few months, and a shortage with its consequent higher prices may bring the manufacturers back into the oil market. For Ceylon type domestic oil in barrels on the spot, the price is firmer at 17 1/2 c@18c a pound. Tanks are to be had here at 16 1/2 c@16 1/4 c. Cochin is quiet and steady at 19 1/2 c@19 1/4 c for barrels on the spot. Manila oil is unchanged at 16 1/2 c@17c in tanks on the Coast.

Peanut Oil—This oil is in about the same position as coconut and bean oils. Buying demand is confined to small, conservative lots. There is little or no domestic crude oil obtainable. Prices are firm and show no tendency to vary at the present time. For Oriental crude oil in tanks on the Coast, 22 1/2 c@23c a pound is quoted. Domestic refined oil is quoted at 26c@27c a pound for barrels on the spot.

Olive Oil—Business in olive oil is routine. Prices are unchanged at former levels. For the edible product, \$3.10@3.20 per gallon is named, while denatured oil is steady at \$2.50. Stocks of both grades are rather limited.

China Wood Oil—Odd lots keep filtering in, but no real sized importations have been noted of late. Consumer demand is active and takes up such quantities as are available. The firm position of linseed oil and the spasmodic arrivals of wood oil from the Orient augur for higher prices. Quotations on the spot name 22 1/2 c@23 1/2 c for barrels, while tanks on the Coast are quoted at 21c@21 1/2 c.

Palm Oil—Prices for Lagos palm oil are somewhat firmer, although there has been only slight improvement in demand during the week. Sellers name 17 1/4 c as the best figure, while up to 17 1/2 c is heard for spot goods in casks. Niger is unchanged at 15 1/4 c@16c.

Soya Bean Oil—There has been a little more interest shown by buyers in bean oil this week, particularly for tanks on the Coast and rolling East. However, the actual demand and business passing is small. Crude oil f. o. b. Coast is higher at 16 1/4 c inside, with some holders naming 16 1/4 c. Spot oil is unchanged at 17 1/2 c@17 1/4 c.

Animal Oils

Degras Oil—With little business passing in degreas oils, prices hold steady at last week's levels. For American type oil, 7c@7 1/2 c a pound is quoted, while the English is named at 7 1/2 c@8 1/2 c. Neutral is quoted from 14c up to 18c as to grade.

Red Oil—Demand has fallen away somewhat, and the price is a trifle easier. Quotations name 16c per pound for both the crude oleic acid and saponified.

Stearic Acid—In keeping with the tallow and stearine markets, stearic acid prices show an easier tendency this week. Triple pressed is freer at 30c per pound, while double is to be had at 26c. Single pressed acid is quoted at 23c a pound.

Lard Oil—Lard oil is in good routine demand at the same prices. For prime oil, \$1.85 per gallon is named, while off prime is quoted at \$1.75. Extra No. 1 is selling for \$1.40, No. 1 at \$1.35 and No. 2 at \$1.28 per gallon.

Fish Oils

Cod Oil—There are very limited supplies of both Newfoundland and domestic oils, which are still in active demand from consuming trades. For the former oil, \$1.12@\$.14 per gallon is being paid, while American oil is obtainable in small lots at \$1.10@\$.12. As the winter advances, the resellers' price of cod oil is likely to move to considerably higher levels.

Menhaden Oil—Northern oil is practically cleaned off the market. Southern crude is still available at 95c @\$.100 per gallon f. o. b. Baltimore in barrels. There is an active demand for the refined grades of the oil.

OUTPUT OF ROSIN AND TURPENTINE

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—The following preliminary report on the production and stocks of naval stores is made by the Bureau of Chemistry, United States Department of Agriculture: The statistics compiled by the Bureau of Chemistry from individual reports from producers show that there was made during the first half of the present season, up to Aug. 1, about 163,000 casks of turpentine and 491,000 round barrels of rosin (500-pound barrels). Producers' estimates for the balance of the season, from Aug. 1 to the close of operations, indicate that about 174,000 casks of turpentine and 547,000 round barrels of rosin will be made during this period, indicating a total production for the season of 337,000 casks of turpentine and 1,038,000 barrels of rosin. This does not include wood turpentine, wood rosin or rosin reclaimed from batting dross.

Production has been greater in Georgia and Florida this year, up to Aug. 1, than it was last year. In the other States it has been less this year than it was last year. This, together with the fact that large quantities of old turpentine and rosin which had been made during previous seasons and tanked and stored at the stills, have been shipped in to the three main Eastern ports this year, probably accounts for the considerable increase in receipts reported at Savannah, Jacksonville and Pensacola, compared with last year. This is especially true of turpentine.

The total stocks of turpentine and rosin in the hands of the paper, paper size, paint and varnish, soap, greases and lubricants, shoe polish and leather dressings, rosin oil and pitch, printing ink, sealing wax and insulating materials, soldering, flux, matches and wood-ware, fly paper, linoleum, automobiles, buggies and wagons, and foundries and foundry supply industries on Aug. 1, 1919, were approximately as follows:

	Turpentine casks	Rosin bbls.
On hand April 1, 1919	28,500	203,000
On hand Aug. 1, 1919	20,500	182,000
Decrease	8,000	21,000

The Oil Markets

Fire, which caused a loss of \$300,000, occurred Dec. 12 at the vegetable oil plant of C. F. Simonin's Sons at Philadelphia.

Experiments in retorting oil from shale are being made by Captain W. H. Worsick near Santa Ynez, Cal. Improvements on the methods employed in Scotland are being worked out.

The International Lubricant Co., Chicago, has completed foundation work for its plant at 2121 Greenleaf Avenue, Evanston, Ill., to cost about \$25,000. W. O. Jeffery, 350 North Clark Street, Chicago, is manager.

About 15,000,000 poods of sunflower seed was collected and utilized by over 600 sunflower oil-producing works in North Caucasus, Russia, in 1915. As a general rule they are small and run by peasants themselves, but a strong tendency to enlarge and improve them is now apparent. At Ekaterinodar, which is the center of the Kuban district, there are three large oil works, each with an annual output valued at 650,000 rubles.

Two suits have been filed in the United States District Court at San Francisco against the steamer West Conob, operated by the Pacific Mail Steamship Company. Willits & Patterson are the plaintiffs in one action and ask \$30,250 for the failure to deliver a cargo of vegetable oil shipped from China to this port. In the second action the China Agency & Trade Co. asks damages for breach of contract concerning the same shipment.

NORWAY MARKET FOR SOAPS

Beginning with 1916, England's inability to furnish soap for export in sufficient quantities caused Norwegian consumers to look to the United States for their needed supplies, and then American soaps were introduced on a quantity basis. This trade reached its maximum in the years ending June 30, 1916 and 1917. With the entry of the United States into the war and the establishment of restrictions on exports and shipping, the trade was much reduced and England gained a high percentage. This percentage must, however, be considered in the light of the greatly reduced total imports in the year ending June 30, 1918.

The Norwegian import duties are based on weight and are classified as follows: Green soap and unscented soap powder, 5-6 ore (1.34 cents to 1.61 cents) per kilo; transparent, scented soaps and powders, and toilet soaps of all kinds, 50-70 ore (13.4 cents to 18.76 cents) per kilo; other soaps, including laundry soaps, 10-14 ore (2.68 cents to 3.75 cents) per kilo.

The Norwegians are very conservative in many lines. If an article has won favor, the trade prefers to keep on using it rather than venture into new lines. This is true for soap as well as for other commodities. During the past 25 years certain European soap companies have had their products in the Norwegian market, and their brands have become well known through persistent advertising and sales campaigns.

Although many classes of American soap have now won a place in the Norwegian market, a careful follow-up campaign is necessary if they are to hold the position won. There seems to be a good opening for some special classes of soaps, such as soap powder and flakes, scouring soaps, cleaners and cleansers, in addition to soaps adapted to use by mechanics and sea workers, and floating soaps for the toilet, bath and fine laundry.

The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Pages 39 and 40

LONDON DRUG PRICES ADVANCING

Menthol, Shellac, Japanese Mint Oil, Thymol and Senega Higher—Lemon Oil and Agar Agar Easier—Sulphate of Copper and Benzaldehyde Lower

(Special Cable to DRUG & CHEMICAL MARKETS)

London, Dec. 16.—Trading has been brisk this week, and prices are advancing. Mercurials are up 9d. Carbolic acid, crystals, have been advanced to 10½d, and the output is said to be sold ahead until March.

Menthol is up 9s to 70s@75s. Shellac, standard, is over 600s; orange 630s.

The market is higher on Japanese peppermint oil and bromides. Linseed oil is £107. Quicksilver, thymol, cream tartar and senega have also been advanced. There is an easier tone in lemon oil and agar agar.

Copper sulphate and benzaldehyde are lower.

London, Dec. 6 (By Mail).—The demand for chemicals and drugs continues good, and the price tendency is still upwards. The restrictions attending the importation of Continental specialties are on the increase, and many parcels on arrival have been held up, the effect being to induce holders of spot stocks to advance prices.

Bismuth salts were advanced all along the line, the assumed reason being the heavy demand and shortness of metal. Subnitrate list 14s 9d, 2 cwts 14s 3d per lb. Carbonate list 16s 6d, 2 cwts 16s per lb.

Camphor, refined (English), advanced 1s per lb. to 19s per lb for bells and 18s 6d for flowers. Japanese slabs, after their recent advance, close firm but quiet at 18s 6d to 18s 10½d. It is reported that the last-named price has been paid.

Shellac has soared to a still higher record attributable to the Calcutta rupee price advancing in sympathy with the silver market. T. N. orange was last week 51s but is now 570s paid with an advance of 50 to 60s on forward shipments up to 560s c. i. f.

Acetanilid, in sympathy with the advance in New York and the reported difficulty in shipping, is very firm at 3s 6d to 3s 9d per lb.

Balsam Peru is decidedly dearer on cables from South America, at 19s 3d per lb.

Oxalic acid is quotably dearer at 1s 5d per lb.

Barbitone has depreciated probably more than any other fine chemical, and is reported to be again on the upward track at 29s to 30s per lb.

Tannic acid is firmer. Levis Puriss spot is 10s 6d.

Cocaine moves off in small quantities only, owing to the severe restrictions placed on its sales; 35s per oz is now asked for hydrochlor.

Citric acid is quiet at 4s 3d per lb.

Sulphonal is 10 per cent cheaper at 59s.

Menthol—The demand has quieted down, and this is not surprising after the recent rapid advance, Kobayashi costing today 60s per lb.

Cod liver oil—Norway wires the price of new non-freezing quality at 460s per barrel c. i. f. Newfoundland appears to be arriving very freely in Liverpool.

Saccharin is cheaper at 130s per lb duty paid, duty 110s per lb.

PROFIT IN MORPHINE SMUGGLING

(Special to DRUG AND CHEMICAL MARKETS)

Toronto, Canada, Dec. 16.—The Canadian Department of Public Health supplies figures showing the importation of harmful drugs into Canada, indicating that since the coming into force of restrictions in May last their use has been reduced over 50 per cent. The figures in the first column following show the imports into Canada during the fiscal year ending March 31, and in the second column for the six months ending Nov. 30:

	oz.	oz.
Cocaine	12,333	3,293
Morphine	30,087	9,424
Crude opium	34,263	7,222

It is stated that Montreal imports more than 95 per cent of the whole quantity used in Canada. It is known that that city is the headquarters for the illicit traffic in drugs, and that a large percentage is smuggled into the United States. The profitable nature of this trade is shown by the fact that morphine valued in Montreal at \$12 per ounce is sold in Chicago at \$60. A great deal is taken to Windsor, Ont., and smuggled across the line there. The Department expects shortly to have the whole matter well in hand and to be able to trace where every ounce of cocaine goes to and practically wipe out the traffic.

JALAP AND SARSAPARILLA SCARCE

(Special to DRUG AND CHEMICAL MARKETS)

Santa Cruz, Mexico, Dec. 1.—There is a scarcity of jalap and sarsaparilla root owing to the revolutionary conditions in parts of Mexico, laborers being unable to work in the interior. This condition is likely to continue for some time, as the Mexican Government is unable to give protection to the people living outside of the larger cities. Most of the jalap and sarsaparilla root shipped from this port comes from Cordoba and Jalapa in the State of Vera Cruz, where the rebels are in complete control of the country surrounding those cities.

During November only 6,945 kilos of jalap root was shipped from this port. The price is advancing, and some buyers are paying \$2.00 per kilo for jalap. Only 1,027 kilos of sarsaparilla root was shipped to the United States during November. The market price for sarsaparilla is \$1.40 to \$1.50 per kilo.

Among other goods exported during November were vanilla beans 14,922 kilos; chicle 30,757 kilos; quicksilver, 2,188 kilos; sugar 1,499,867 kilos. This sugar is Java sugar that has been stored in Mexico City and is said to be damp. Honey 140 gallons; canagria root 5,270 kilos; linaloe essence 347 kilos; castor beans 51 kilos, and nuts 1,089,056 kilos.

NITRATES BY WAY OF PANAMA

In spite of exceedingly heavy shipments of California products through the Panama Canal since its opening, nitrates from South America have formed more than one-fourth of all the cargo through this waterway. Shipments of this commodity through the waterway to Sept. 1, of the present year, amounted to 7,464,863 tons.

CAFFEINE AND THE CEYLON TEA CROP

In connection with the fluctuating price of caffeine, which is made from tea sweepings, it is interesting to note the exports of tea from Ceylon in 1918, which was less than in any previous year since 1908, 181,000,000 pounds having been exported, as compared with 195,000,000 pounds in 1917, 203,000,000 pounds in 1916, and 215,000,000 pounds in the record year of 1915. Shipments to the United Kingdom were under the supervision of the Ceylon Tea Commissioner, representing the British Food Controller in London, who requisitioned 50 per cent of Ceylon's entire output; no private shipments were allowed.

Comparing shipments made in 1918 with those in 1917 as regards distribution, it is noted that the United Kingdom imported 8,000,000 pounds more and Australia nearly 9,000,000 pounds more. Shipments to the United States decreased from approximately 25,500,000 pounds in 1918 to 11,000,000 pounds in 1917, and exports to Russia during the same period fell from 14,000,000 pounds to practically nil.

Owing to various war-time restrictions, there were unusual fluctuations in the market quotations, with a general tendency to depress prices. The average price for the year 1918 has been put at \$0.142, as compared with \$0.159 in 1917, \$0.168 in 1916, and \$0.184 in 1915. Except early in the year, fine teas were scarce; and the Ceylon Chamber of Commerce reports that, generally speaking, the offerings during the year were not very attractive, the greater proportion being quite ordinary. It is unofficially estimated that Ceylon's tea production in 1919 will be 200,000,000 pounds.

Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

31482—Representation is desired by a man in Belgium for the sale of zinc products. Correspondence and catalogues should be in French.

31491—An agency is desired by a chemical expert in Italy for the sale of industrial and pharmaceutical chemicals, machinery and mechanical goods in general. Correspondence may be in English. References.

31497—An agency is desired by manufacturer of soap and lye in Spain for the sale of chemicals, dyes, greases, paints, copra, coconut oil, and machinery. Quotations should be given c. i. f. Spanish port. Correspondence may be in English. References.

Among the mineral resources of the Russian Caucasus are some large deposits of pumice stone in the Province of Kars and some smaller ones in the neighboring Government of Erivan. The only one that had been worked before the war is located 7 versts (about 5 miles) from the town of Kars, where the stone occurs in large pieces. Later two large deposits of small pieces, each about a square kilometer in area, were discovered about 40 versts (27 miles) from Kars. Here borings were made to a depth of about 40 feet without reaching the bottom, and it is estimated that each contains about 180,000 short tons.

FOREIGN TRADE SITUATION ANALYZED

"The excess of American exports over imports has grown out of bounds," is the opinion of Philip B. Kennedy, whose first annual report as Director of the Bureau of Foreign and Domestic Commerce, Department of Commerce, was made public today.

"There is no question about the demand for American goods abroad," says Mr. Kennedy. "Europe is still experiencing an acute shortage of food, raw materials and all kinds of manufactured goods. Lacking imports to balance our exports, the pertinent question is the extent to which we can safely take future promises to pay. Whatever one's views about the proper nature of the peace settlement, all may readily see and agree that foreign credit arrangements are being delayed awaiting a more stabilized condition. Unless certain reasonably adequate credits are soon made to foreign countries, our exports may be expected to fall off on account of depreciated foreign exchange."

In discussing the future of the Bureau's work the report calls attention to the fact that it must compete with private concerns for men. There is a great scarcity of men with foreign business training and experience. The Bureau is constantly losing some of its most effective men to private concerns. Other men are remaining in its service with the hope that provisions will be made that will enable them to make it a career.

"American export firms should realize that now is the time to lay foundations for permanent foreign trade," declares the report. "At this time when the pulse of foreign business conditions is uncertain and subject to rapid changes, policy must be formulated on the basis of most recent and authentic information. World trade adjustment is going on. It is often difficult, however, to distinguish real developments from unfounded rumors. Many ambitious projects have little behind them. American firms should test every proposition for trade development very carefully."

"The character of our foreign business today will determine our opportunities of tomorrow. If American exports are made to assist in restoring essential production abroad and lead to sound world economic conditions, the resulting security will enable trade to then go ahead with confidence. The United States is at present the world's principal producer. It is especially important that we face the general question of our export trade in a farsighted business manner. We have a big stake in the stability of world economic conditions. Our future as an exporting nation depends to a large degree upon our policy in the immediate crisis."

ENGLISH MENTHOL SITUATION

The following extract from a recent letter received by Rockhill & Vietor of New York from their London constituents gives an opinion on the English menthol situation:

"We note with interest your letter of the 18th ulto. The price today here is 63s per lb. ex store for shipment. We might mention that very few of the regular merchants in the trade are touching this article at the above figure and consumers here are buying one case at a time, whereas they were in the habit of buying 20 to 30 cases. We certainly think the bubble will be priced shortly, as the speculators are men outside the trade."

Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

NOTICE—The prices herein quoted are for large quantities in original packages. All prices are quoted on a basis of avoirdupois pounds and ounces and American gallons. Where the price of a product is indicated by two sets of figures separated by a dash (.16 — .19), it means that various manufacturers or importers of the item quote different prices which are all included within this range.

For the ready reference of foreign buyers, the following table of equivalents is published:

1 Imperial Gallon (Brit.)	— 1.20 Amer. Gallons
1 American Gallon	— 833 Imperial Gallons
1 American Gallon	— 3.79 liters
1 Liter	— .264 American Gallons
1 American Gallon (H ₂ O)	weighs 8 pounds
1 Pound (Avoirdupois)	weighs .454 kilogram
1 Kilogram	weighs 2.20 pounds (Avoirdupois)

Fine Chemicals

Acetanilid, C.P., bbls., blk.	.54	— .55
Acetone	.139	— .15
Acetphenetidin	.270	— .275
Aconitine, Sulph., 1/4-oz. vials.	—	—
Adeps Lanae, hydrous, See Lanolin	—	—
Anhydrous, See Lanolin	—	—
Alcohol 188 proof	—	— 4.70
190 proof, U.S.P.	—	— 4.75
Cologne Spirit, 190 proof	—	— 5.00
Wood, ref. 95 p.c.	1.42	— 1.43
97 p.c.	1.45	— 1.46
Denatured, 180 proof	.71	— .73
188 proof	.73	— .75
Aldehyde	1.25	— 1.45
Aloin U.S.P., powd.	.95	— 1.00
Ammonium, Acetate, cryst.	.65	— .70
Benzoate, cryst., U.S.P.	—	— 4.00
Richromate, C. P.	.95	— 1.00
Bromide, gran., bulk.	.80	— .81
Carb. Dom. U.S. kegs, powd.	.12	— .129
Chloride U.S.P.	.24	— .25
Hypophosphite	2.10	— 2.15
Iodide	—	— 4.85
Gran.	—	— .54
Oxalate, Pure	.83	— .85
Persulphate	.95	— 1.05
Phosphate (Dibasic)	.50	— .60
Salicylate, U.S.P.	.95	— 1.00
Amyl Acetate, bulk, drums	3.65	— 3.75
Antimony Chlor. (Sol. butter of Antimony)	.18	— .20
Needle powder	.12	— .14
Sulphate, 16-17 per cent free sulphur	.35	— .74
Antipyrine, bulk	5.50	— 5.60
Apomorphine Hydrochloride	—	— 26.80
Argols	.10	— .11
Arsenic, red, See Heavy Chemicals	—	—
White, See Heavy Chemicals	—	—
Aspirin	.95	— 1.00
Atropine, Alk. U.S.P., 1-oz. v. oz.	—	— 30.00
Sulphate, U.S.P., 1-oz. v. oz.	—	— 14.00
Barbitol	—	— 2.25
Barium Carb. prec., pure	.28	— .29
Chlorate, pure	.28	— .29
Bay Rum, Porto Rico	3.20	— 3.25
St. Thomas	3.20	— 3.25
Benzaldehyde (see bitter oil of almonds)	4.25	— 4.50
Benzonaphthol	—	— 34.00
Berberine Hcl.	—	— 31.00
Acid Sulphate, lb.	—	— 35.00
Neutral Sulph.	—	— 5.90
Bismuth Ammon. Citr., U.S.P.	—	— 3.50
Citrate, U.S.P.	—	— 3.80
Oxide, pd	—	— 3.20
Oxychloride	—	— 3.20
Salicylate	—	— 4.25
Subbenzoate	—	— 3.20
Subcarbonate, U.S.P.	—	— 3.20
Subgallate	—	— 5.35
Subiodide	—	— 2.90
Subnitrate	—	—

*Nominal.

Bismuth Subsalicylate	—	— 3.50
Tannate	—	— 2.80
Metallic	2.80	— 2.85
Borax, in bbls., crystals	.083	— .084
Crystals, U.S.P., Kegs	.084	— .09
Bromides, See Potass. Brom., etc.	—	—
Bromine, tech., bulk	.85	— .65
Cadmium Bromide, crystals	1.75	— 1.80
Iodide	—	— 4.40
Metal sticks	1.40	— 1.45
Caffeine, alkaloid, bulk	7.00	— 7.25
Hydrobromide	8.25	— 8.50
Citrate, U.S.P.	10.00	— 11.00
Phosphate	9.25	— 9.50
Sulphate	1.70	— 1.75
Calcium Glycophosphate	—	— 4.60
Iodide	.21	— .23
Phosphate, Precip.	.85	— .90
Sulphocarbonate	—	— 3.30
Camphor Am. ref'd bbls.	3.75	— 3.80
16's in 1-lb. carton	3.75	— 3.80
24's in 1-lb. carton	3.75	— 3.80
32's in 1-lb. carton	3.75	— 3.80
Japan refined, 2 1/2 lb. slabs	3.60	— 3.65
Monobromated, bulk	—	— 5.55
Caramel	1.05	— 1.10
Casein, C.P.	—	— .40
Castor Oil, AA bbls.	—	— .21
Cerium Oxalate	.74	— .78
Heavy	.04	— .06
Chalk, Precip.	.05 1/2	— .06
Drop	.03	— .05 1/2
Chloral Hydrate, U.S.P. crystals, drums incl'd 100lb. lots	—	— .95
Chloroform, drums, U.S.P.	—	— .30
Chrysarobin, U.S.P.	—	— 4.00
Cinchonidin, Alk. crystals	—	— 1.26
Cinchonine, Alk. crystals	—	— .74
Sulphate	—	— .45
Cocaine, Hydrochl. gran.	—	— 9.50
cryst., bulk	—	— 9.75
Cocoa Butter, bulk	.38	— .40
Cases, fingers	.45	— .46
Codeine, Alk., 10-oz. lots	—	— 11.45
Hydrobromide	—	— 9.10
Nitrate	—	— 10.30
Phosphate	—	— 8.66
Sulphate	—	— 9.10
Cod Liver Oil, Newf'd	90.00	— 92.00
Norwegian	—	— 108.00
Colloidon, U.S.P.	.30	— .51
Corrosive Sublimated, see Mercury	—	—
Coumarin, refined, see Aromatic Chemicals	—	—
Cream of Tartar, cryst. U.S.P.	.55	— .56
Powdered, 99 p.c.	.55	— .56
Cresote, U.S.P.	1.15	— 1.20
Carbonate	5.00	— 5.25
Cresol, U.S.P.	1.54	— 1.16
Dionin, See Morph. Ethyl Hydrochl.	2.80	— 3.00
Dover's Powder, U.S.P.	—	— 2.00
Emetine, Alk., 15 gr. vials	—	— 27.00
Hydrochloride, U.S.P.	—	— 1.25
15 gr. vials	—	—
Epsom Salts, see Mag. Sulphate	—	—
Ether, U.S.P., Conc.	—	— .17
Washed	—	— .26
Nitrous, conc.	1.10	— 1.11
U.S.P., 1880	—	— .34
Anaesthesia	—	— .21
Eucalyptol, U.S.P., See Aromatic Chemicals	—	—
Formaldehyde	.32	— .35
Gelatin, silver	1.25	— 1.30
Glycerin, C. P.	—	— .23
Drugs and bbls. added	—	— .24
C. P. in cans	—	— .21 1/2
Dynamite, drums included	—	— .15 1/2
Saponifications, loose	—	— .14
Soap Lye, loose	—	— 6.50
Guaiacol, liquid	—	— 6.50
Carbonate	—	— 1.10
Guarana	3.75	— 4.60
Haarlem Oil, dom.	—	— 5.50
Imported	—	— 1.30
Hexamethylenetetramine	—	— 26.50
Hydrastine, Alk.	—	— 26.50
Hydrochloride	—	— 26.50
Sulphate	—	— 7.25
Hydroquinone, bulk	2.00	— 2.05
4-oz. bottles	—	— 16.25
12-oz. bottles	—	— 19.25
16-oz. bottles	—	—
Ichthyol	—	— 4.50
Iodides, See Potass. Iodide, etc.	—	—
Iodine, Reaumbled	—	— 4.50
Iodoform, Powdered, bulk	—	— 5.25
Crystals	—	— 5.75

Iron Citrate, U.S.P., VIII.	—	— 1.25
and Ammon. Citrate, U.S.P.	—	— 1.10
Green scales, U.S.P.	—	— 1.37
Iodide	—	— 4.25
Phosphate, U.S.P.	—	— 1.36
Pyrophosphate, U.S.P.	—	— 1.11
Metallic, Reduced	—	— .30
*Kamala, U.S.P.	—	— 4.00
Lanolin, hydrous, cans U.S.P.	.25	— .31
Anhydrous, cans	.35	— .41
Lead Iodide, U.S.P. VIII.	—	— 3.40
Licorice, U.S.P., Mass.	.54	— .55
Powdered	.80	— .80
Sticks	.80	— .85
Lithium Carbonate	—	— 1.50
Citrate	—	— 2.50
Lupulin	2.25	— 2.30
Lycopodium, U.S.P.	2.10	— 2.25
Magnesium Carb. U.S.P. bbls.	.19	— .20
Technical, bbls.	.12	— .12 1/2
Glycerophosphate	—	— 4.55
Hypophosphite	1.65	— 1.70
Oxide, tins light	—	— 1.16
Peroxide, cans	—	— 2.15
Salicylate	.60	— .65
Sulphate, Epsom Salt, tech.	2.00	— 2.10
U.S.P. 100-lbs.	3.50	— 3.75
Manganese Glycophos	2.25	— 3.35
Hypophosphite, U.S.P., VIII	2.00	— 2.10
Iodide	—	— 5.00
Peroxide	.75	— .80
Sulphate, crystals	—	— .35
Menthol, Japanese	—	— 12.25
Mercury, flasks, 75 lb.	100.00	— 108.00
Bisulphate	—	— 1.26
Blue Mass	—	— .81
Powdered	—	— .83
Blue Ointment, 30 p.c.	—	— .79
50 p.c.	—	— 1.10
Citrine Ointment	—	— .59
Calomel, Amer.	—	— 1.68
Corrosive Sublimated, cryst.	—	— 1.35
Powdered, Granular	—	— 1.51
Iodide, Green	—	— 4.11
Red	—	— 4.21
Yellow	—	— 4.11
Red Precipitate	—	— 1.85
Powdered	—	— 1.95
White Precipitate	—	— 1.97
Powdered	—	— 2.02
with chalk	—	— .82
Methyl salicylate, see Aromatic Chemicals	—	—
Methylene Blue, medicinal	—	— 12.00
Milk, powdered	—	— .20
Mineral Oil, white	1.00	— 1.00
Morphine, Acet., 25-oz.	—	— 8.80
Hydrobromide	—	— 8.80
Hydrochloride	—	— 8.80
Sulphate	—	— 8.80
Diacetyl. Alkaloid 10-oz.	—	— 13.10
Diacetyl. Hydcl.	—	— 11.85
Ethyl Hydcl.	—	— 13.45
Opium, cases, U.S.P.	—	— 6.75
Granular	—	— 9.00
Powdered, U.S.P.	—	— 9.00
Oxgall, pure U.S.P.	1.50	— 1.55
Papain	3.50	— 4.00
Paraffin White Oil, U.S.P. gal.	3.10	— 3.60
Paraformaldehyde	—	— .75
Paris Green, kegs	—	— .30
Pepsin, Powd., U.S.P.	3.00	— 3.60
Petrolatum, light amber bbls.	.07 1/2	— .08
Cream White	—	— .09
Lily White	—	— .15
Snow White	—	— .18
Phenolphthalein	1.75	— 1.80
Phosphorus, yellow	—	— .35
Red	—	— .68
Pilocarpine	—	— 10.00
*Podophyllin	—	— 9.50
Potassium acetate	—	— .75
Bicarbonate, U.S.P.	—	— .27
Biulphate	—	— .45
C. P.	—	— .75
Bromide Crystals, bulk	—	— .85
Granulated	—	— .18
Chlorate, crystals, yellow, tech. 1-lb. c. b. 10.	—	— .75
Citrate, bulk, U.S.P.	—	— 1.61
Glycerophosphate, 75%	—	— 1.75
Hypophosphite, bulk	—	— 1.95
Iodide, bulk	—	— 3.40
Lactophosphate	—	— 1.00
Pernanganate, U.S.P.	—	— .59

*Nominal.

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Guaiacol (Liquid)
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Mercury Cacodylate
Potassium Guaiacol Sulphonate
Sodium Cacodylate
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Quinine and its Salts
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Thymol Iodide

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Potassium Salicylate	lb.	1.60	— 1.65
Sulphate, C.P.	oz.	1.11	— 1.16
Tartrate, powdered	lb.	—	— 1.25
Procaine, oz. bottles	7.00	— 7.50	
5 gr. bottles	1.50	— 1.60	
Quicksilver, See Mercury			
Quinine Sulph., 100-oz. tins.	oz.	—	— 98
1-oz. tins	—	— 98	
Second Hands, Java	oz.	—	— 1.10
*Second Hands, Amer.	1.20	— 1.25	
Bisulphate, 100-oz. tins.	oz.	—	— 90
Alkaloid	oz.	—	— 1.29
Acetate	oz.	—	— 1.29
Benzoate	oz.	—	— 1.29
Citrate	oz.	—	— 1.29
Dihydrochloride	oz.	—	— 1.29
Hydrochloride	oz.	—	— 1.19
Hypophosphite	oz.	—	— 1.29
Phosphate	oz.	—	— 1.19
Salicylate	oz.	—	— 1.19
Tannate	oz.	—	— 90
Quinidine Alk. crystals, tins.	oz.	—	— 1.26
Sulphate, tins	oz.	—	— 85
Resorcin crystals, U. S. P.	6.00	— 6.25	
Rochelle Salt, crystals, bxs.	lb.	—	— 39
Powdered, bbls.	—	— 39	
Rosewater, triple	11.50	— 12.00	
Saccharin, U.S.P., soluble	lb.	3.50	— 3.75
U.S.P., Insoluble	lb.	3.50	— 3.75
Salicin, bulk	—	— 30.00	
Salol, U.S.P., bulk	lb.	90	— 95
Santonin, cryst., U.S.P.	—	— 100.00	
Powdered	—	— 100.00	
Seidlitz Mixture, bbls.	—	— 30.00	
Silver nitrate, 500 oz. lots.	79 1/2	— 80 1/2	
Soap, Castile, white pure	lb.	26	— 30
Powd., U.S.P., bbls.	38	— 40	
Marseilles, white	lb.	19	— 20
Ordinary	lb.	15	— 16
Sodium, Acetate, U.S.P. gran.	25	— 28	
Benzoate, gran., U.S.P.	75	— 77	
Bicarb. U.S.P., powd., bbls.	0.23 1/2	— 0.25	
Bromide, U.S.P., bulk	75	— 76	
Caedylate	oz.	—	— 1.40
Chlorate, U.S.P. 8th Rev.	—	— 15 1/2	
Crystals, c.b. 10	—	— 15	
Granular, c.b. 10	—	— 15	
Citrate, U.S.P. Cryst. VIII.	—	— 1.12	
Granular, U.S.P. gran. IX.	—	— 1.27	
Cyanide 96-98, see Heavy Chemicals			
Glycerophosphate, crystals	2.15	— 2.20	
Hypophosphite, U.S.P.	1.00	— 1.05	
Iodide, bulk	—	— 4.05	
Peroxide	35	— 40	
Phosphate, U.S.P., gran.	17	— 18	
Recryst.	40	— 45	
Dried	—	— 60	
Salicylate, U.S.P.	0.14	— 0.14 1/2	
Sulph. (Glauber's Salt)	75	— 76	
Strontium Brom. Cryst., blk.	40	— 45	
Carbonate, pure	—	— 3.70	
Iodide, bulk	—	— 65	
Salicylate, U.S.P.	—	— 1.80	
Strychnine Alkd., cryst.	—	— 1.80	
Acetate	—	— 2.00	
Hypophosphite	—	— 1.80	
Hydrochloride	—	— 1.80	
Nitrate	—	— 1.40	
Sulphate, crystals, bulk.	33	— 34	
Sugar of Milk, Powder	35	— 40	
Cartons, 1 lb.	85	— 90	
Sulphonol, 100-oz. lots.	16.00	— 16.75	
Sulphonethylmethane, U.S.P.	13.00	— 14.00	
Sulphonmethane, U.S.P.	2.95	— 3.40	
Sulphur, roll, bbls.	3.10	— 3.40	
Flour, 100 p.c. pure.	3.30	— 3.60	
Flowers, 100 p.c. pure.	—	— 17	
Precip., U.S.P.	—	— 12	
Lac Sulphur	67	— 67 1/2	
Tartar Emetic, tech.	73	— 73 1/2	
U.S.P.	98	— 95	
Terpin Hydrate	—	— 10.50	
Theobromine Alkaloid	11.00	— 11.50	
Thymol, crystals, U.S.P.	—	— 11.50	
Iodide, U.S.P., bulk	—	— 60	
Fin. bichloride, see Heavy Chemicals			
Oxide, 500 lb. bbls.	—	— 1.06	
Tin. See Coal Tar Crudes			
Trional	3.00	— 3.50	
Turpentine, Venice, True.	1.4	— 1.5	
Artificial	—	— 1.15	
Spirits, see Naval Stores			
Vanillin, see Aromatic Chemicals			
Witch Hazel, Ext., dble dist.	—	— 16	
bbl.	45	— 50	
Zinc Carbonate	—	— 4.15	
Chloride, U.S.P.	—	— 75	
Iodide, bulk	22	— 23	
Metallic, C. P.	38	— 42	
Oxide, U.S.P., bbls.	—	— 1.15	
Seacate	—	— 16	

*Nominal

Acids

Acetic, 28 p.c. See Heavy Chemicals			
Glacial, See Heavy Chemicals			
Acetyl-salicylic	98	— 100	
Benzoic, from gum	—	—	
U.S.P., ex toluol	80	— 85	
Boric, cryst., bbls.	14 1/2	— 14 1/2	
Powdered, bbls.	14 1/2	— 14 1/2	
Butyric, Tech., 60 p.c.	1.45	— 1.55	
Camphoric	6.00	— 6.20	
Carbolic cryst., U.S.P., drs.	15	— 18	
1-lb. bottle	—	— 26	
5-lb. bottle	—	— 33	
50 to 110-lb. tins.	19 1/2	— 20	
Liquid, U.S.P.	—	— 25	
Crude, 25%	24	— 31	
Chromic, U.S.P.	1.25	— 1.50	
Chrysophanic	—	— 5.00	
Citric, crystals, bbls.	—	— 88	
Powdered	—	— 88	
Second hands	88	— 90	
Cresylic, 95-100 p.c.	75	— 85	
Formic, 75 p.c., tech.	30	— 36	
Gallie, U.S.P., bulk.	1.40	— 1.45	
Glycerophosphoric, 25 p.c.	—	— 2.50	
Hydriodic, sp. g. 1.150.	—	— 19	
Hydrofluoric, see Heavy Chemicals			
Hydrosilicofluoric, 10 p.c. tech.	40	— 45	
20 p.c. tech.	50	— 60	
Hypophosphorous, 50 p.c.	2.40	— 2.50	
U.S.P., 10 p.c.	60	— 65	
Lactic, U.S.P., VIII.	2.20	— 2.40	
U.S.P., IX	—	— 8.50	
Molybdic, C.P.	—	— 8.50	
Muriatic, see Heavy Chemicals			
Nitric, see Heavy Chemicals			
Nitro Muriatic	20	— 23	
Oxalic, cryst., bbls.	32	— 35	
Acetic, kegs, see Intermediates			
Phosphoric, 85-88 p.c. syr. U.S.P.	32	— 33	
50 p.c. tech.	21 1/2	— 23 1/2	
Pyrogallie, resublimed	2.50	— 2.55	
Crystals, bottles	2.20	— 2.25	
Salicylic, Bulk, U.S.P.	52	— 55	
Sulphuric, C.P.	08	— 09	
Sulphurous	06	— 06 1/2	
Tannic, U.S.P.	—	— 1.30	
Tartaric Crystals, U.S.P.	70	— 74	
Powdered, U.S.P.	71	— 74 1/2	
Trichloroacetic, U.S.P.	4.40	— 4.50	

Crude Drugs

MISCELLANEOUS

Agar, Agar, No. 1	lb.	85	— 86
No. 2	—	— 80	
No. 3	—	— 75	
Almonds, bitter	35	— 40	
Sweet	35	— 40	
Meal	40	— 45	
Ambergris, black	—	— 10.00	
Grey	—	— 23.00	
Areca Nuts	30	— 32	
Powdered	33	— 35	
Balm of Gilead Buds.	2.00	— 2.25	
Burgundy Pitch, Dom.	08	— 09	
Cantharides, Chinese	1.40	— 1.45	
Powdered	—	— 1.55	
Russian, whole	—	— 4.00	
Powdered	—	— 4.30	
Charcoal Willow, powdered.	05 1/2	— 07	
Wood, powdered	04	— 05	
Civet	2.50	— 2.75	
Colocynth, Apples, Trieste.	30	— 35	
Pulp, U.S.P.	35	— 36	
Spanish Apples	45	— 55	

*Nominal

Cuttlefish Bones, Trieste.	lb.	60	— 61
Jewelers, large	lb.	1.70	— 1.75
Small	lb.	1.55	— 1.60
French	lb.	55	— 60
Dragon's Blood, Mass.	lb.	35	— 40
Reeds	lb.	2.25	— 2.50
Ergot, Russian	lb.	—	— 4.75
Spanish	lb.	—	— 4.75
Grains of Paradise.	lb.	—	— 33
Hops, N. Y., prime.	lb.	83	— 87
Pacific Coast, prime.	lb.	85	— 89
Isinglass, American (see Agar Agar)			
Russian	—	— 10.00	
Kola Nuts, West Indies.	lb.	19	— 21
Honey, Calif.	lb.	22	— 33
Leeches	—	— 12.00	
Manna, large flake.	lb.	75	— 80
Small flake	lb.	58	— 60
Moss, Iceland	lb.	21	— 23
Irish	lb.	11	— 15
Musk, pods, Cab.	oz.	15.00	— 16.00
Tonquin	oz.	25.00	— 26.00
Grain, Cab	oz.	23.00	— 25.00
Tonquin	oz.	45.00	— 50.00
*Synthetic	oz.	—	— 30.00
Nux Vomica, whole.	lb.	08	— 08 1/2
Powdered	lb.	13	— 13 1/2
Poppy Heads	lb.	—	— 1.25
Sandalwood	lb.	48	— 50
Ground	lb.	55	— 60
Scammony, resin	lb.	2.95	— 3.20
Powdered	lb.	3.05	— 3.30
Spermaceti, blocks	lb.	29	— 30
Storax, liquid cases.	lb.	1.50	— 1.60
Tamarinds, bbls.	lb.	11 1/2	— 12 1/2
Kegs	—	— 6.25	

BALSAM

Copaiba, Para	lb.	47 1/2	— 50
South American	lb.	60	— 65
*Fir, Canada	lb.	—	— 13.75
Oregon	gal.	1.75	— 2.00
Peru	lb.	—	— 4.50
Tolu	lb.	1.55	— 1.60

BARKS

Angostura	lb.	23	— 30
Rasswood Bark, pressed.	lb.	17	— 21
Barberry	lb.	—	— 1.00
Bayberry	lb.	50	— 60
Blackhaw, of root.	lb.	60	— 66
of Tree	lb.	35	— 40
*Buckthorn	lb.	60	— 66
Callaya	lb.	95	— 100
Cascara Sagrada	lb.	15	— 17
Cascarilla, quills	—	—	
Siftings	—	—	
Chestnut	lb.	10	— 10 1/2
Cinchona, red quills.	lb.	1.00	— 1.10
Broken	lb.	60	— 65
*Yellow "quills"	—	—	
*Broken	—	—	
*Loxa, pale, bs.	—	—	
*Powdered, boxes	—	—	
*Maracatu, yellow, powd.	—	—	
Condurango	lb.	10	— 10 1/2
Cotton Root	lb.	28	— 26
Cramp (true)	lb.	50	— 55
Cramp (so-called)	lb.	09	— 10
*Elm, grinding	lb.	30	— 40
Select bbls.	lb.	75	— 80
Hemlock	lb.	07	— 08
Lemon Peel	lb.	10	— 10 1/2
Mexereon	lb.	22	— 26
Oak, red	lb.	08	— 09
White	lb.	08	— 09
Orange Peel, bitter.	lb.	09	— 10
Malaga, Sweet	lb.	12	— 13
Trieste, sweet	lb.	10	— 12
Prickly Ash, Southern.	lb.	23	— 25
Northern	lb.	23	— 25
Pomegranate of Root.	lb.	26	— 28
of Fruit	lb.	25	— 28
Sassafras, ordinary	lb.	40	— 45
Select	lb.	50	— 55
Simaruba	lb.	50	— 55
Soap, whole	lb.	15	— 17
Cut	lb.	23	— 24
Crushed	lb.	20	— 21
Wahoo, of Root.	lb.	70	— 80
of Tree	lb.	30	— 35
Willow, Black	lb.	06	— 07
White	lb.	16	— 17
White Pine Rosed.	lb.	07	— 08
White Poplar	lb.	07	— 08
Wild Cherry	lb.	15	— 21
Witch Hazel	lb.	08	— 09

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BEANS

Calabar	lb.	.40	—	.45
Castor	lb.	.06½	—	.06¼
St. Ignatius	lb.	—	—	.50
St. John's Bread	lb.	—	—	1.75
Lonka, Angostura	lb.	—	—	1.75
Para	lb.	1.15	—	1.25
Surinam	lb.	1.00	—	1.10
Vanilla, Mexican, whole	lb.	4.50	—	5.50
Cuts	lb.	3.25	—	3.50
Bourbon	lb.	3.00	—	3.25
South American	lb.	3.25	—	3.75
Tahiti, Yellow Label	lb.	2.75	—	3.00
Green Label	lb.	—	—	2.75

BERRIES

Cubeb, ordinary	lb.	1.35	—	1.40
XX	lb.	1.40	—	1.45
Powdered	lb.	1.40	—	1.45
Fish	lb.	.30	—	.55
Horse, Nettle, dry	lb.	.40	—	.45
Juniper	lb.	.07	—	.07½
Laurel	lb.	.08	—	.10
Poke	lb.	.16	—	.18
Prickly Ash	lb.	.15	—	.16
Saw Palmetto	lb.	.18	—	.20
Sloe	lb.	.25	—	.30

FLOWERS

Arnica	lb.	.40	—	.45
Borage	lb.	.60	—	.70
Calendula	lb.	—	—	2.75
Chamomile, German	lb.	—	—	2.75
Hungarian type	lb.	.50	—	.55
Roman	lb.	.35	—	.40
Spanish	lb.	—	—	.45
Clover Tops	lb.	.11	—	.12
Dogwood	lb.	.17	—	.18
Elder	lb.	.50	—	.55
Insect, open	lb.	.55	—	.60
Closed	lb.	.55	—	.60
Powd. Flowers and stems	lb.	.45	—	.50
Powd. Flowers	lb.	.90	—	1.00
*Kousso	lb.	—	—	.60
Lavender, ordinary	lb.	.18	—	.20
Select	lb.	.26	—	.28
Linden, with leaves	lb.	.35	—	.37
Without Leaves	lb.	.50	—	.55
Malva, blue	lb.	1.00	—	1.10
Black	lb.	.55	—	.60
Mullein	lb.	1.68	—	1.70
Orange	lb.	1.95	—	2.00
Poppy, red	lb.	.95	—	1.10
Rosemary	lb.	.69	—	.70
Saffron, American	lb.	.34	—	.35
Valencia	lb.	14.75	—	15.00
Tilia (see Linden)	lb.	—	—	—

GUMS

Aloe, Barbados	lb.	.96	—	1.05
Cape	lb.	.13	—	.15
Curacao, cases	lb.	.09	—	.09½
Socotrine, whole	lb.	.75	—	.80
Powdered	lb.	—	—	.95
Ammoniac, tears	lb.	—	—	—
Powdered	lb.	—	—	—
Arabic, firsts	lb.	.35	—	.40
"Seconds	lb.	—	—	—
Sorts Amber	lb.	.15½	—	.16
Powdered	lb.	.27	—	.30
Asafoetida, whole, U.S.P.	lb.	3.40	—	3.50
Powdered	lb.	5.00	—	5.25
Benzoil, Siam	lb.	.80	—	1.00
Sumatra	lb.	.33	—	.36
Camphor, ref. See Pg. 28 Col. 2	lb.	—	—	—
Catechu	lb.	.11	—	.15
Chicle, Mexican	lb.	1.20	—	1.25
Euphorbium	lb.	.28	—	.30
Powdered	lb.	—	—	.50
Galbanum	lb.	1.38	—	1.45
Gambier	lb.	.11	—	.12
Gamboge	lb.	1.85	—	1.90
Guaiaac	lb.	.70	—	1.00
Hemlock	lb.	.83	—	.90
Kino	lb.	.49	—	.59
Mastic	lb.	1.00	—	1.05
Myrrh, Select	lb.	.85	—	.90
Sorts	lb.	.70	—	.78
Siftings	lb.	—	—	—
Olibanum, siftings	lb.	.15	—	.16
Tears	lb.	.18	—	.30
Opium, See Pg. 28 Col. 3	lb.	—	—	—
Sandarac	lb.	.55	—	.56
*Senechal, picked	lb.	—	—	—
Sorts	lb.	—	—	—
Spruce	lb.	1.00	—	1.30
Storax, Art. cases	lb.	1.25	—	1.60
*Thus, per bbl.	lb.	—	—	28.00
Tragacanth, Aleppo first	lb.	4.75	—	5.50
"Thirds	lb.	—	—	4.25
"Blues	lb.	—	—	2.50
*Nominal	lb.	—	—	—

LEAVES AND HERBS

*Aconite	lb.	.60	—	.70
Balmory	lb.	.15	—	.17
Bay, true	lb.	—	—	—
Belladonna	lb.	.28	—	.30
Boneset, leaves and tops	lb.	.16	—	.18
Buchu, short	lb.	2.35	—	2.45
Long	lb.	—	—	—
Cannabis, true, imported	lb.	—	—	—
American	lb.	.29	—	.55
Catnip	lb.	.15	—	.16
Chestnut	lb.	.06	—	.07
Chiretta	lb.	.25	—	.26
*Coca, Huanuco	lb.	—	—	—
Truxillo	lb.	.60	—	.70
Coltsfoot	lb.	.18	—	.19
Conium	lb.	.29	—	.30
Corn Silk	lb.	.12	—	.14
Damia	lb.	—	—	.14
Deer Tongue	lb.	.12	—	.14
Digitalis, Domestic	lb.	.28	—	.30
Imported	lb.	.30	—	.32
Eucalyptus	lb.	.10	—	.11
Euphorbia Pilulifera	lb.	.15	—	.16
Grindelia Robusta	lb.	.14	—	.15
Henbane, German	lb.	—	—	—
*Russian	lb.	1.20	—	1.25
Domestic	lb.	.35	—	.40
Henna	lb.	.62	—	.63
Horehound	lb.	—	—	—
*Jaborandi	lb.	.45	—	.50
Laurel	lb.	.08	—	.08½
Life Everlasting	lb.	.10	—	.11
Liverwort	lb.	.21	—	.25
Lobelia	lb.	.75	—	.80
Matico	lb.	.20	—	.23
Marjoram, African	lb.	.45	—	.46
French	lb.	.45	—	.45½
Motherwort herb	lb.	.16	—	.17
Patchouli	lb.	.76	—	.83
Pennyroyal	lb.	.12	—	.16
Peppermint, American	lb.	.26	—	.30
Pichi	lb.	.11	—	.12
Prince's Pine	lb.	.21	—	.22
Plantain	lb.	.12	—	.14
Pulsatilla	lb.	2.50	—	3.00
Queen of the Meadow	lb.	.10	—	.11
Rose, red	lb.	1.10	—	1.15
Rosemary	lb.	.12	—	.14
Rue	lb.	—	—	.65
Sage, Austrian, stemless	lb.	.27	—	.28
Grinding	lb.	—	—	—
*Greek, stemless	lb.	—	—	.20
Spanish	lb.	.15	—	.16
Savory	lb.	1.9½	—	.20
Senna, Alexandria, whole	lb.	.75	—	.80
Half Leaf	lb.	.45	—	.50
Siftings	lb.	.25	—	.28
Powdered	lb.	.30	—	.33
Tinnevely	lb.	.16	—	.24
Podis	lb.	.10	—	.12
Skulleap, Western	lb.	.40	—	.45
Spearmint, American	lb.	.20	—	.22
Squaw Vine	lb.	.23	—	.26
Stramonium	lb.	.36	—	.40
Tansy	lb.	—	—	.15
Thyme, Spanish	lb.	.11	—	.11½
French	lb.	.14	—	.14½
Uva Ursi	lb.	.09	—	.10
Witch Hazel	lb.	.08	—	.10
Wormwood imported	lb.	.14	—	.15
Yerba Santa	lb.	.14	—	.15

ROOTS

Aconite, U.S.P.	lb.	—	—	.90
German	lb.	—	—	—
Alkanet	lb.	2.25	—	2.50
Althea, cut	lb.	—	—	.85
Whole	lb.	.35	—	.40
Angelica American	lb.	.35	—	.37
Imported	lb.	.59	—	.69
Arnica	lb.	.85	—	1.00
Arrowroot, American	lb.	—	—	.10
Bermuda	lb.	—	—	.60
St. Vincent	lb.	.17	—	.18
Bamboo Brier	lb.	.10	—	.12
Bearsfoot	lb.	.06	—	.09
Belladonna	lb.	.50	—	.65
Berberis, Aquifolium	lb.	.14	—	.17
Beth	lb.	.18	—	.20
Blood	lb.	.83	—	.88
Blueflag	lb.	.38	—	.40
Bryonia	lb.	.24	—	.26
Burdock, Imported	lb.	.18	—	.19
American	lb.	.16	—	.17
Calamus, bleached	lb.	.60	—	.65
Unbleached, natural	lb.	.20	—	.25
Cohosh, black	lb.	.09	—	.10
Blue	lb.	.12	—	.14
*Nominal	lb.	—	—	—

Colchicum	lb.	1.50	—	1.60
Colombo, whole	lb.	.24	—	.29
Comfrey	lb.	.25	—	.26
Culver's	lb.	.25	—	.26
Cranebill, see Geranium	lb.	—	—	—
Dandelion, English	lb.	.24	—	.26
American	lb.	.21	—	.22
Doggrass, genuine	lb.	.65	—	.70
Cut Bermuda	lb.	.29	—	.30
Echinacea	lb.	—	—	.40
Elecampane	lb.	.14	—	.15
Galangal	lb.	.28	—	.30
Gelsemium	lb.	.16	—	.17
Gentian	lb.	.13	—	.14
Geranium	lb.	—	—	.34
Ginger, Jamaica, unbleached	lb.	.24½	—	.25
Bleached	lb.	.30	—	.32
*Ginseng, Cultivated	lb.	3.00	—	9.00
Wild, Eastern	lb.	5.00	—	10.00
Northwestern	lb.	5.00	—	22.00
Southern	lb.	—	—	—
Golden Seal	lb.	6.00	—	6.10
Powdered	lb.	6.50	—	6.75
*Hellebore, Black, Imported	lb.	1.40	—	1.50
White, Domestic	lb.	.20	—	.21
Powdered	lb.	.23	—	.25
*Imported	lb.	—	—	—
Ipecac, Cartagena	lb.	3.10	—	3.20
Powdered	lb.	3.20	—	3.30
Rio, whole	lb.	3.20	—	3.25
Powdered	lb.	3.50	—	3.60
Jalap, whole	lb.	.80	—	.85
Kava Kava	lb.	.28	—	.30
Lady Slipper	lb.	1.00	—	1.15
Licorice, *Russian, cut	lb.	.80	—	.90
Spanish natural bales	lb.	.17	—	.18
Selected	lb.	—	—	—
Powdered	lb.	.24	—	.25
Lovage, American	lb.	.73	—	.75
Manaca	lb.	.25	—	.26
Mandrake	lb.	.35	—	.36
Musk, Russian	lb.	—	—	1.60
Oriss, Florentine bold	lb.	.22	—	.23
Verona	lb.	.30	—	.31
Pareira Brava	lb.	.30	—	.32
Pellitory	lb.	.29	—	.31
Pink, true	lb.	1.35	—	1.50
Pleurisy	lb.	—	—	.23
Poke	lb.	.18	—	.20
Rhatany	lb.	.12	—	.14
*Rhubarb Shensi	lb.	—	—	—
Chips	lb.	—	—	—
Cuts	lb.	—	—	—
High Dried	lb.	—	—	—
Sarsaparilla, Honduras	lb.	.66	—	.70
American	lb.	.38	—	.43
Mexican	lb.	.45	—	.46
Senega, Northern	lb.	2.05	—	2.25
Southern	lb.	2.05	—	2.25
Serpentaria	lb.	.75	—	.80
Skunk Cabbage	lb.	.20	—	.22
Snake, Canada natural	lb.	—	—	.45
Stripped	lb.	.50	—	.55
Spikenard	lb.	.32	—	.35
Squill, white	lb.	.12	—	.13
Stillingia	lb.	—	—	.19
Stone	lb.	.12	—	.14
Turmeric Madras	lb.	.12	—	.12½
Aleppy	lb.	.08½	—	.09
China	lb.	.07½	—	.08
Unicorn false (Helonias)	lb.	.55	—	.60
True (Aletis)	lb.	.95	—	1.10
Valerian, Belgian	lb.	.55	—	.58
*English	lb.	—	—	—
*German	lb.	—	—	—
*Japanese	lb.	—	—	1.25
Yellow Dock	lb.	.13	—	.15
*Yellow Parilla	lb.	—	—	.20

SEEDS

Anise, Levant	lb.	.20	—	.20½
Star	lb.	.15½	—	.18½
Spanish	lb.	.20	—	.20½
Canary, *Spanish	lb.	—	—	—
Morocco	lb.	.08½	—	.09
South American	lb.	.08	—	.08½
Caraway, African	lb.	.12½	—	.13
Dutch	lb.	.11½	—	.12
Domestic	lb.	—	—	—
Cardamom, bleached	lb.	1.50	—	2.00
Celery	lb.	.32	—	.33
Colchicum	lb.	2.00	—	2.10
Conium	lb.	.39	—	.40
Coriander, Bombay	lb.	.05½	—	.05¾
Morocco, Unbleached	lb.	.05½	—	.05¾
Bleached	lb.	.09	—	.09½
*Nominal	lb.	—	—	—

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Essential Oils, Oleoresins, Aromatic and Heavy Chemicals

*Cumin, Levant	lb.	—	—
*Malta	lb.	—	—
Morocco	lb.	10½	.11
Dill	lb.	12½	.13
Fennel, French	lb.	13½	.14
German	lb.	14	.16
Bombay	lb.	12½	.13
Flax, whole	per bbl.	20.00	—22.00
Ground	lb.	.11	.12
Foenugreek	lb.	.04	.04½
Hemp, Manchurian	lb.	.09	.09½
Chilian	lb.	.09	.09½
Job's Tears, white	lb.	.05½	.06
Larkspur	lb.	.28	.30
Lobelia	lb.	.90	.95
Mustard, Bari, Brown	lb.	—	—
Dutch	lb.	.25	.26
Bombay, Brown	lb.	.15	.15½
California brown	lb.	.16½	.17
Chinese, Yellow	lb.	.08½	.09
English, yellow	lb.	.22	.22½
Parsley	lb.	.28	.29
Poppy, Dutch	lb.	.50	.51
Russian blue	lb.	—	—
Indian	lb.	—	—
White Indian	lb.	.11	.11½
Quince	lb.	1.00	1.10
Rape, English	lb.	—	—
Japanese small	lb.	.12½	.12½
Domestic	lb.	.08½	.09
Sabadilla	lb.	.16	.17
Stramonium	lb.	.25	.26
Strophanthus, Hispidus	lb.	1.55	1.60
Kombe	lb.	1.75	2.00
Sunflower, domestic	lb.	—	—
South American	lb.	.09½	.10
Worm, American	lb.	.35	.40
Levant	lb.	1.20	1.25

SPICES

Capsicum, African pods	lb.	.17	.18
Bombay	lb.	.15	.16
Japan Caps	lb.	.19	.19½
Cassia Buds	lb.	.22	.24
China, Selected, mats	lb.	.19	.20
Saigon, assortment	lb.	.45	.47
Chilies, Japan	lb.	.27	.28
Mombasa	lb.	.18	.19
Cinnamon, Ceylon	lb.	.39	.54
Cloves, Zanzibar	lb.	.52½	.53
Ambeynas	lb.	.54½	.55
Penang	lb.	.70	.80
Ginger, African	lb.	.13	.13½
Jamaica, white good	lb.	.27	.28
Japan	lb.	.13½	.14
Mace, Banda, No. 1	lb.	.44	.47
Banda, No. 2	lb.	.43	.44
Batavia, No. 2	lb.	.40	.41
Nutmegs, 110s	lb.	.27½	.28½
75s-80s	lb.	.31	.32
Pepper, Black Sing.	lb.	.17½	.18
White	lb.	.28½	.29
Pimento, Select	lb.	.30	.31

WAXES

Bayberry	lb.	.50	.52
Bees, light, crude	lb.	.43	.44
Light, refined	lb.	.48	.49
Dark	lb.	.47	.48
Candelilla	lb.	.31	.32
Carnauba, Flor.	lb.	.95	.96
No. 1, North Country	lb.	.85	.86
No. 2, North Country	lb.	—	.65
No. 3, Fatty Gray	lb.	.48	.50
Chalky	lb.	.45	.48
Ceresin, Yellow	lb.	.14	.15
White	lb.	.16	.17
Japan	lb.	.20	.21
Montan, crude	lb.	.35	.36
*Bleached	lb.	—	—
Ozokerite, crude, brown	lb.	.35	.36
*Green	lb.	—	—
*Refined, white	lb.	—	—
*Domestic	lb.	—	—
Refined, yellow	lb.	—	—
Paraffin, ref'd 128-130 deg. m.p.	lb.	—	.08½
*Foreign, 130-132 deg. m.p.	lb.	.10	.10½
Stearic Acid, see Vegetable Oils, pg. 40			
*Nominal			

Essential Oils

Almond, Bitter, U.S.P.	lb.	9.25	9.75
Bitter, f.f. P. A.	lb.	9.50	10.00
Artificial, U.S.P.	lb.	1.35	2.00
Sweet	lb.	.95	1.00
Peach Kernel	lb.	.45	.47
Anise, U.S.P.	lb.	1.60	1.70
Bay	lb.	5.00	5.25
Bergamot	lb.	4.90	5.00
Artificial	lb.	—	4.25
Bois de Rose	lb.	9.00	10.00
Cajuput, Native	lb.	.85	.90
U.S.P.	lb.	1.00	1.25
Camphor, Sassafrassy	lb.	.12	.14
Japanese, white	lb.	.27	.29
Caraway, Rectified	lb.	5.85	6.15
Cassia, Technical	lb.	2.35	2.40
Lead, Free	lb.	2.45	2.55
Redistilled, U.S.P.	lb.	2.85	2.95
Cedar, Leaf	lb.	2.40	2.50
Cedar Wood, light	lb.	.30	.32
Cinnamon, Ceylon, heavy	lb.	—	28.00
Citronella, Ceylon	lb.	.65	.66
Java	lb.	.90	.95
Cloves, can	lb.	3.90	3.95
Bottles	lb.	3.95	4.00
Copaiba, U.S.P.	lb.	.90	.95
*Coriander, U.S.P.	lb.	—	65.00
Croton	lb.	1.35	1.40
Cubebs, U.S.P.	lb.	9.00	9.75
Cumin	lb.	8.50	9.50
Erigeron	lb.	7.00	7.25
Eucalyptus, Australian, U.S.P.	lb.	1.00	1.10
Fennel, sweet, U.S.P.	lb.	2.75	3.00
Geranium, Rose Algerian	lb.	8.50	9.25
Bourbon (Reunion)	lb.	8.25	8.50
Turkish	lb.	4.75	5.00
Ginger	lb.	7.75	8.00
Gingergrass	lb.	—	3.25
Hemlock	lb.	.90	1.00
Juniper Berries, rect.	lb.	7.00	8.00
Twice rect.	lb.	8.00	9.00
Wood	lb.	1.50	1.75
Lavender Flowers, U.S.P.	lb.	10.00	11.00
Garden	lb.	.75	1.00
Spike	lb.	—	2.00
Lemon, U.S.P.	lb.	1.35	1.50
Lemongrass, Native	lb.	2.90	3.00
Limes, Expressed	lb.	3.75	4.00
Distilled	lb.	1.00	1.10
Linaloe	lb.	6.75	7.00
Mace, distilled	lb.	1.65	1.70
Mirbane, ref. see Aromatic Chemicals			
Mustard, natural	lb.	25.00	30.00
Artificial	lb.	8.50	9.00
Neroli, bigarade	lb.	105.00	120.00
Petale	lb.	140.00	150.00
Artificial	lb.	18.50	25.50
Nutmeg, U.S.P.	lb.	1.70	1.75
Orange, bitter	lb.	3.50	4.00
Sweet, West Indian	lb.	3.75	3.80
Italian	lb.	4.25	4.75
Origanum, Imitation	lb.	.30	.40
Orris Concrete	oz.	5.00	5.25
Patchouli	lb.	25.00	30.00
Pennyroyal, domestic	lb.	1.90	2.05
Imported	lb.	1.75	2.00
Peppermint, Natural, tins	lb.	—	8.00
Redistilled, U.S.P.	lb.	8.50	8.75
Japanese	lb.	3.75	4.00
Petit Grain, So. America	lb.	9.00	9.50
French	lb.	2.25	2.50
Pinus Sylvestris	lb.	—	5.25
Pumilio	oz.	15.00	17.00
Rose, French	oz.	12.00	17.50
Bulgarian	oz.	2.75	3.25
Artificial	lb.	1.30	1.25
Sandalwood, East India	lb.	10.50	10.75
Sassafras, natural	lb.	1.80	2.00
Artificial	lb.	.90	1.00
Savin	lb.	6.00	6.25
Spearmint	lb.	12.00	12.50
Spruce	lb.	.90	.95
Tansy, Amer.	lb.	6.00	7.00
Thyme, red, French, U.S.P.	lb.	1.70	1.75
White, French	lb.	2.10	2.25
Wintergreen, sweet birch	lb.	6.00	6.15
Genuine Gaultheria	lb.	10.50	10.75
Synthetic, U.S.P., bulk	lb.	—	.75
Wormseed, Baltimore	lb.	6.25	6.50
Wormwood, Dom.	lb.	12.00	12.50
Ylang Ylang, Bourbon	lb.	—	15.00
Manila	lb.	25.00	45.00
Artificial	lb.	—	24.00

OLEORESINS

Capsicum, 1-lb. bottles	lb.	4.00	4.25
Aspidium (Malefern)	lb.	10.00	11.00
Cubeb	lb.	7.75	8.00
Malefern	lb.	4.00	4.25
Malefern	lb.	5.00	5.25
Mullein (so-called)	lb.	5.00	5.25
*Orris, domestic	lb.	—	20.00
Imported	lb.	20.00	21.00
*Paralei Fruit (Petroselinum)	lb.	7.50	8.00
Pepper, black	lb.	—	7.00

Aromatic Chemicals

Acetophenone	lb.	4.50	5.75
Amyl Salicylate	lb.	1.85	2.00
Anethol	lb.	2.75	3.00
Anisic Aldehyde, C.P.	lb.	7.00	7.25
Benzyl Acetate	lb.	2.00	2.20
Benzyl Alcohol	lb.	2.25	2.75
Benzyl Benzoate	lb.	3.50	4.50
Imported	lb.	—	—
Borneol	lb.	—	3.50
Bromostyrol	lb.	11.00	11.50
Cinnamic Acid	lb.	5.00	6.00
Cinnamic Alcohol	lb.	40.00	45.00
Cinnamic Aldehyde	lb.	7.25	7.50
Citral	lb.	4.50	4.75
Citronellol	lb.	16.00	18.00
Imported	lb.	—	30.00
Coumarin	lb.	8.00	8.50
Ethyl Cinnamate	lb.	6.00	8.00
Eucalyptol	lb.	1.40	1.65
Eugenol	lb.	5.00	5.50
Geraniol, from Citronella	lb.	3.00	7.00
Geranyl Acetate	lb.	5.75	6.50
Geranyl	lb.	—	—
Heliotropin	lb.	4.00	4.50
Indol, C. P.	oz.	—	20.00
Imported	oz.	—	30.00
Iso-Eugenol	lb.	9.00	9.25
Linalol	lb.	7.00	10.00
Linalol Acetate	lb.	12.00	14.00
Linalol Benzoate	lb.	—	13.25
Menthyl	lb.	—	14.00
Methyl Anthranilate	lb.	—	14.00
Methyl Cinnamate	lb.	7.00	7.25
Methyl Paracresol	lb.	—	16.00
Methyl Salicylate	lb.	—	.75
Mirbane, rect., drums extra	lb.	.15	.16
Musk Ambrette	lb.	92.00	100.00
Musk Ketone	lb.	—	45.00
Musk Xylene	lb.	12.00	14.00
Phenylacetaldehyde	lb.	38.00	40.00
Phenylethyl Alcohol	lb.	12.00	20.00
Phenylacetic Acid	lb.	18.00	20.00
Rhodinol	lb.	—	30.00
Imported	lb.	—	—
*Safrol	lb.	—	1.25
Terpineol, C. P.	lb.	—	1.70
Imported	lb.	—	11.50
Thymol	lb.	11.00	11.50
Vanillin	oz.	.95	1.05
Violet, artificial	lb.	12.00	18.00

Heavy Chemicals

Acetic acid, 28 p.e., bbls., Incl.			
56 p.e., bbls.	100 lbs.	—	3.75
70 p.e., bbls.	100 lbs.	—	6.50
80 p.e., bbls.	100 lbs.	—	7.50
Redistilled	100 lbs.	—	8.00
Pure	100 lbs.	—	8.50
Glacial, bbls.	12.75	—	9.50
Alum, ammonia, lump	lb.	—	13.00
Ground	lb.	—	.04
Powdered	lb.	—	.04½
Chrome	lb.	15	.16
Potash lump	lb.	.07½	.08
Chrome	lb.	.17	.18
Ground	lb.	.09	.09½
Alum, Potash, Powdered	lb.	.07½	.08
Soda, Ground	100 lbs.	—	6.25
Aluminum chloride, carboys	lb.	—	.15
Anhydrous	lb.	—	.15
Sulph.	lb.	2.75	3.00
Low grade	lb.	1.70	1.85
Aluminum hydrate light	lb.	14	.16
Heavy	lb.	.07½	.08½
Arsenic, white	lb.	10	.12
Red	lb.	20	.25
Arsenious Acid	lb.	11	.11½
Ammonia, Anhydrous	lb.	30	.35
Ammonia Carbonate	lb.	12½	.13
Ammonia Water, 26 deg. car. lb.	lb.	—	.10
20 deg. carboys	lb.	—	.08
18 deg. carboys	lb.	—	.08
16 deg. carboys	lb.	—	.07½
*Nominal			

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Ammonium chloride, U.S.P. lb.	—	28%
Sal Ammoniac, gray lb.	—	12%
Granulated, white lb.	15	16
Lump lb.	28%	26
Sulphate, foreign 100 lbs.	—	700
Dom., double bags 100 lbs.	—	700
Antimony, Sulphuret lb.	—	40
Crimson F. lb.	—	40
Golden No. 1 lb.	—	45
No. 2 lb.	—	30
Vermillion lb.	—	35
Blanc Fixe, dry lb.	33%	04%
Barium, chloride ton	—	85.00
Imported ton	92.00	93.00
Binoxide lb.	23	25
Nitrate lb.	11	13
Barytes, floated, white ton	25.00	35.00
Off color ton	14.00	18.00
Bleaching Pd., f.o.b.wks 100 lbs.	2.50	2.75
Export 100 lbs.	—	3.35
Calcium Acetate 100 lbs.	2.00	2.10
Carbide lb.	05	07
Carbonate lb.	01%	02%
Extra Light lb.	04	05
Light lb.	03%	04%
Heavy lb.	08	04
Chloride, solid, f.o.b.N.Y. ton	20.00	25.00
Granulated, f.o.b. N.Y. ton	—	—
Chlorine, liquefied lb.	09%	10%
Carbon bisulphide lb.	—	06
Carbon tetrachloride lb.	—	11
Copper Carbonate lb.	—	28
Subacetate (Verdigris) lb.	45	48
Powdered lb.	40	42
Cyanide chlor. Mix. 73-75 lb.	27	28
Sulphate, 98-99 p.c., 100 lbs.	8.12%	8.37%
99 p.c. carlots, N.Y. 100 lbs.	8.25	8.50
Copperas, f.o.b. works 100 lbs.	1.20	1.30
Fluorspar, Powdered ton	75.00	80.00
Acid Grade ton	50.00	60.00
Fusel Oil, crude gal.	2.50	2.85
Refined gal.	3.75	3.80
Hydrofluoric Ac. 08 p.c. bbls. lb.	08	09
18 p.c. in carboys lb.	11	12
52 p.c. in carboys lb.	40	42
Lactic Acid, 22 p.c. lb.	05	07
Lead, Acetate, white crys. lb.	14	14%
Broken Cakes lb.	13%	14
Granulated lb.	13%	14
Arsenate, powdered lb.	28	30
Paste lb.	16	17
Nitrate lb.	—	15
Oxide, Litharge, Amer. pd. lb.	09	13
Foreign lb.	—	10%
Sulphate, basic lb.	—	08%
White, Basic Carb., Amer. dry lb.	09%	13
In Oil, 100 lbs. or over lb.	—	13
English lb.	—	—
Lithopone lb.	07	07%
Lime, hydrate lb.	—	2.00
Acetate 100 lbs.	2.00	2.05
Sulphur solution gal.	17	22
Manganese Chlor. lb.	15	16
Sulp. lb.	15	17
Magnesium ton	62.00	65.00
f.o.b. N. Y. lb.	03%	04
Muriatic acid, 18 deg. carboys 100 lbs.	—	1.50
20 deg. carboys 100 lbs.	1.65	1.75
22 deg. carboys 100 lbs.	—	2.00
Nickel oxide lb.	40	50
Salts, single lb.	14	16
double lb.	12	13
Nitric acid, 63 deg. carboys lb.	05	06%
43 deg. carboys lb.	06%	06%
40 deg. carboys lb.	06%	07
42 deg. carboys lb.	07%	07%
Phosphoric Acid, 85-88 p.c. lb.	33	38
51 p.c. tech. lb.	21%	25%
Phosphorus red lb.	60	70
Yellow lb.	35	40
Sequisulphide lb.	—	42%
Plaster of Paris bbl.	1.50	1.60
True Dental bbl.	1.75	2.00
Sticks lb.	28	32
Potash Caustic, 88-92 lb.	1.00	1.10
Potassium Bichromate lb.	32	35
Carbonate, calc. U.S.P. lb.	60	65
80-85 p.c. lb.	—	24
85-90 p.c. lb.	—	28
90-95 p.c. lb.	—	34
96-98 p.c. lb.	—	—
Chlorate, cryst. lb.	18	20
Powdered, American lb.	18	20
Japanese lb.	16	19
Muriate, basis 80 p.c. lb.	—	85.00
Foreign lb.	—	—
Permanganate, Com'l lb.	55	60
Prussiate, red lb.	90	105
Yellow lb.	33	38
Sulphate lb.	—	150.00

Pyroligneous Acid, Tech. gal.	12	12%
Saltpeire, Granulated lb.	—	13%
Soda Ash, 58 p.c. light 100 lbs.	1.50	2.15
Dense 58 p.c. bags 100 lbs.	2.40	2.65
Caustic, 76 p.c. lb.	—	—
F. o. b. Wks. 100 lbs.	—	4.18
F. A. S. 100 lbs.	4.10	4.15
Ground, 76 p.c. 100 lbs.	4.00	4.25
Sodium Acetate lb.	06%	07
Bichromate lb.	30	35
Bisulphate ton	—	7.00
Carbonate, Sal. Soda in bbls.	1.25	1.35
Bicarbonate lb.	2.35	2.45
Chlorate lb.	12	15
Cyanide 96-98 lb.	30	32
Hyposulph. bbls. gran 100 lbs.	—	3.60
Kegs 100 lbs.	—	3.85
Nitrate, tech. 100 lbs.	2.95	3.15
Phosphate 100 lbs.	3.25	3.40
Refined lb.	07	07%
Nitrite lb.	12%	13
Prussiate, Yellow lb.	23	25
Silicate, 60 deg. lb.	2.85	2.95
Sulphide, 60 p.c. lb.	05	05%
30 p.c. crystals lb.	03	03%
Sulphite lb.	03	03%
Sulphate, Gl'b. salt 100 lbs.	1.40	1.50
Sulphur Dioxide Com. ton	08	11
Sulphur crude ton	25.00	30.00
Flour Com'l. bbls. 100 lbs.	1.70	2.00
Roll, 100 p.c. 100 lbs.	2.95	3.40
Flowers, 100 p.c. 100 lbs.	3.30	3.35
Sulphuric Acid, Tank carlot ton	—	16.00
60 deg. f.o.b. wks. ton	19.00	21.00
66 deg. f.o.b. wks. ton	22.00	25.00
Oleum, f.o.b. wks. ton	—	50
Tannic Acid, Tech. lb.	50	60
Tin, bichloride lb.	21%	22%
Crystals lb.	43	45
Whiting 100 lbs.	1.50	1.75
Zinc, carbonate lb.	18	21
Chloride, Fused lb.	08	10
Granulated lb.	11	13
Oxide, French lb.	12	13
Leaded lb.	08%	10%

Dyestuffs, Tanning Materials and Accessories

COAL-TAR CRUDES		
*Benzol C. P. gal.	37	32
(90 p.c.) gal.	26	31
Cresylic acid, crude 95-97 p.c. gal.	71	80
50 p.c. lb.	—	60
25 p.c. lb.	—	40
Cresol, U.S.P. lb.	15%	17
Cresote oil, 25 p.c. gal.	40	45
Dip. oil, 25 p.c. gal.	40	45
Naphthalene, balls lb.	08%	09%
Flake lb.	07	08
*Phenol lb.	12	17
Export lb.	19	20
Pitch, various grades ton	14.00	18.00
Solvent naphtha, waterwhite gal.	22	25
Crude heavy lb.	16	18
*Toluol, pure lb.	—	33
*Commercial, 90 p.c. lb.	—	33
Xylol, pure water white gal.	40	45
Commercial gal.	30	35

INTERMEDIATES		
Acid Benzoic (See fine Chemicals)	—	—
Acid B lb.	—	2.25
Acid H lb.	—	1.75
Acid Metanilic lb.	—	1.60
Acid Monosulphonic lb.	—	1.15
Acid Naphthionic, Crude lb.	75	85
Refined lb.	1.00	1.10
Acid Sulphanilic, crude lb.	25	30
Refined lb.	—	35
p-Amidophenol Hdcl, 98 p.c. lb.	2.75	3.00
*Aminobenzenes lb.	—	35
*Aniline Oil lb.	33	35
*Aniline Salts lb.	40	42
Aniline for red lb.	60	65
Anthracene (40 p.c.) lb.	—	40
Anthracene (80 p.c.) lb.	65	70
Anthraquinone lb.	5.50	6.00
Benzaldehyde, Tech. lb.	75	85
U.S.P. & F.I.C., see Aromatic Chemicals	—	—
Benzidine Base lb.	1.10	1.20
Benzidine Sulphate lb.	90	100
Benzoate of Soda, U.S.P. lb.	80	85
Benzylchloride, 95-97 lb.	26	28
Diamidophenol lb.	—	6.00
Dianisidine lb.	10.00	12.00
Dinitrophenol lb.	30	32
*Dichlorobenzol lb.	15	20
Dinitrobenzol lb.	24	30
Diethylaniline lb.	1.35	1.50
Dimethylaniline lb.	78	85
Dinitrochlorobenzene lb.	23	28
*Nominal.	—	—

Dinitronaphthalene lb.	45	50
Dinitrotoluol lb.	38	40
Diphenylamine lb.	53	58
Dioxynaphthalene lb.	—	—
"G" Salt lb.	65	75
Gammic Acid lb.	—	2.50
Hydrazobenzene lb.	1.50	2.00
Metanitriline lb.	95	100
Metanitroparatoluidine lb.	3.40	3.60
Methylanthraquinone lb.	—	—
Monochlorobenzol lb.	09	12
Monothylaniline lb.	1.50	2.00
Naphthalenediamine lb.	—	—
a-Naphthol, crude lb.	50	55
b-Naphthol, distilled lb.	40	50
Sublimed lb.	65	75
a-Naphthylamine lb.	33	35
b-Naphthylamine, tech. lb.	1.15	1.25
Neuille Winter's Acid lb.	1.70	1.90
Nitrobenzol lb.	16	17
Nitrochlorobenzol lb.	40	45
Nitronaphthalene lb.	30	35
o-Nitrophenol lb.	75	85
p-Nitrotoluol lb.	1.25	1.30
Nitrotoluol lb.	17	22
o-Nitrotoluol lb.	17	22
Paranitraniline lb.	1.00	1.10
m-Phenylenediamine lb.	—	1.10
p-Phenylenediamine lb.	2.40	2.60
Phthalic Anhydride lb.	—	90
Phosgene lb.	—	75
Pseudo-Cumol lb.	—	—
"S" Salt lb.	62%	65
Resorcin, Technical lb.	3.50	5.00
Sodium Naphthionate lb.	—	1.30
Schaefer Salt lb.	55	60
Tetranitromethylaniline lb.	—	2.50
Tolidin lb.	—	1.65
Mix Tolidine lb.	44	50
o-Tolidine lb.	25	30
p-Tolidine lb.	1.75	2.00
m-Toluylenediamine lb.	1.25	1.35
Xylene, pure gal.	40	45
Xylene, Com. gal.	40	45
Xylylene lb.	—	50

COAL-TAR COLORS

Black lb.	1.15	1.70
Blue lb.	3.00	5.00
Brown lb.	1.25	2.00
Fuchsin lb.	2.50	3.50
Orange 11 lb.	45	50
Orange 111 lb.	1.00	1.25
Red lb.	1.10	1.20
Scarlet lb.	—	1.00
Violet 10B lb.	—	1.50
Amidine Yellow R. lb.	—	6.50
Alpine Yellow lb.	2.00	7.50
Alkaline Blue, Dom. lb.	—	4.75
Alkaline Blue, Imp. lb.	—	8.00
Azo Carmine lb.	—	4.00
Azo Yellow lb.	—	2.00
Azo Yellow, green shade lb.	3.50	4.50
Brilliant Delphine B.S. lb.	—	4.50
Erythrosine lb.	12.00	14.00
Fast Light Yellow, 2-G lb.	—	1.50
Fast Red, 6B extra, com. lb.	—	3.00
Granine lb.	8.75	9.25
Indigo 20 p.c. paste lb.	—	75
Indigotine, conc. lb.	3.00	3.50
Indigotine, paste lb.	1.50	1.60
Metanil Yellow lb.	1.50	1.60
Medium Green lb.	5.00	6.00
Naphthol Green lb.	—	7.50
Naphthylamine Red lb.	6.75	7.50
Nigrosine Oil Sol. lb.	—	90
Orange, R. G., contract lb.	2.00	2.25
Orange Y conc. lb.	50	60
Patent Blue, Swiss Type lb.	12.00	16.00
Ponceau lb.	—	1.00
Scarlet 2R lb.	1.00	1.10
Tartrazine, Dom. lb.	—	1.50
Tartrazine, Imp. lb.	1.25	1.40
Uranine lb.	10.00	11.00
Wool Green S. Swiss lb.	6.00	7.00

DIRECT COLORS:

Black lb.	95	110
Sky Blue lb.	3.25	3.75
Blue lb.	—	1.10
Brown lb.	1.55	1.75
Bordeaux lb.	1.75	2.50
Fast Red lb.	3.50	6.00
Fast Yellow lb.	1.50	2.50
Yellow lb.	2.00	4.00
Violet con't lb.	2.20	2.50
Benzo Purpurine 10B lb.	3.50	4.00
Benzo Purpurine 4B lb.	1.80	1.90
Chrysosphenine, Dom. lb.	—	2.50
Chrysosphenine, Imp. lb.	—	3.50
Congo Red 4B Type lb.	1.60	2.25
Diamine Sky Blue F. F. lb.	5.00	5.50
Oxamine Violet lb.	7.00	8.00
Primuline, Dom. lb.	—	3.00

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Antimony Crimson	Litharge
Barium Sulphate	Lithophone
Black	Magnesia Carbonate
China Clay	Magnesite
Carbon Gas Black	Magnesia Oxide
Excellerex	Oils
Fossil Flour	Red Oxide
Carbon Bisulphide	Sulphur Flour
Carbon Tetra Chloride	Sulphur Chloride
Blacks	Talc and Soapstone
Blues	Turpentine
Umber	Rosin
Greens	Zinc Oxide
Reds	Zinc Substitute
	Lime

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OIL COLORS:

Black	lb.	.70	- 1.00
Blue	lb.	1.65	- 2.00
Orange	lb.	1.40	- 1.50
Red III	lb.	1.65	- 2.00
Red IV	lb.	1.80	- 3.50
Scarlet	lb.	1.75	- 2.00
Yellow	lb.	1.70	- 2.00
Nigrosine, sps. sol.	lb.	—	.85
Nigrosine, water sol., blue	lb.	—	.65
Jet	lb.	.90	- 1.00

SULPHUR COLORS:

Black	lb.	.30	- .40
Blue Dom.	lb.	.80	- .90
Brown	lb.	.35	- .45
Green	lb.	1.00	- 2.00
Yellow	lb.	.90	- 1.00

CHROME COLORS:

Alizarin Blue, bright	lb.	7.75	- 9.25
Alizarin, medium	lb.	6.25	- 7.50
Alizarin Brown, conc.	lb.	—	2.50
Alizarin Orange	lb.	—	1.90
Alizarin Red, W. S. Paste	lb.	5.00	- 10.00
Alizarin Yellow G.	lb.	—	1.35
Alizarin Yellow R.	lb.	—	1.50
Chrome Black, Dom.	lb.	1.25	- 1.35
Chrome Black, Imp.	lb.	2.20	- 2.50
Chrome Blue	lb.	2.50	- 2.75
Chrome Green, Dom.	lb.	1.50	- 1.70
Chrome Red	lb.	—	2.00

BASIC COLORS:

Auramine, Single O. Dom.	lb.	—	2.25
Auramine, Double O. Imp.	lb.	—	3.50
Bismarck Brown Y.	lb.	.90	- 1.00
Bismarck Brown R.	lb.	1.20	- 1.30
Chrysoidine R.	lb.	—	1.00
Chrysoidine Y.	lb.	—	.90
Crystal Violet	lb.	5.00	- 5.25
Emerald Green, Crystals	lb.	—	8.00
Green Crystals, Brilliant	lb.	6.00	- 7.00
Indigo 20 p.c. paste	lb.	—	.75
Fuchsin Crystals, Dom.	lb.	4.00	- 5.00
Fuchsin Crystals, Imp.	lb.	12.00	- 12.50
Magenta Acid, Dom.	lb.	4.25	- 5.00
Magenta Crystals, Imp.	lb.	10.00	- 12.00
Malachite Green, Crystals	lb.	—	4.50
Malachite Green, Powd.	lb.	—	3.50
Methylene Blue, tech.	lb.	2.25	- 3.50
Methyl Violet	lb.	2.60	- 2.75
Phosphine G. Domestic	lb.	7.00	- 10.00
Rhodamine B, ex. con't.	lb.	—	27.00
Valonia, solid, 65 p.c. tan.	lb.	5.00	- 6.00
Victoria Blue B.	lb.	5.00	- 5.50
Victoria Blue, base, Dom.	lb.	—	6.00
Victoria Green	lb.	6.00	- 7.00
Victoria Red	lb.	7.00	- 8.00
Victoria Yellow	lb.	7.00	- 8.00

NATURAL DYESTUFFS

Anatto, fine	lb.	.32	- .33
Seed	lb.	.06	- .07
Carmin No. 40	lb.	5.25	- 5.50
Cochineal	lb.	.65	- .80
Gambier, see tanning.			
Indigo, Bengal	lb.	2.75	- 3.00
Oudes	lb.	2.25	- 2.75
Guatemala	lb.	2.00	- 2.25
Kurpahs	lb.	2.00	- 2.25
Madras	lb.	.90	- 1.10
Madder, Dutch	lb.	.25	- .33
Nutgalls, blue Aleppo	lb.	—	.75
Chinese	lb.	.34	- .36
Persian Berries	lb.	—	—
Quercitron Bark, see tanning.			
Turmeric, Madras	lb.	.13 1/4	- .14
Aleppay	lb.	—	.10

DYEWOODS

Barwood	lb.	.06	- .08
Camwood, chips	lb.	.18	- .20
Fustic, sticks	ton	30.00	- 35.00
Chips	lb.	.05	- .06
Hyperic, chips	lb.	.07	- .09
*Logwood Sticks	ton	40.00	- 45.00
Chips	lb.	.03 1/4	- .05 1/4
Quercitron, see tanning.			
Red Saunders	lb.	.20	- .22

EXTRACTS

Archil, Double	lb.	.17	- .20
Triple	lb.	—	.19
Concentrated	lb.	.20	- .25
Catch, Mangrove, seen tanning.			
Rangoon, boxes	lb.	.16	- .18
Liquid	lb.	.12	- .14
Tablet	lb.	.14	- .15
Cudbear, French	lb.	—	—
English	lb.	.22	- .26
Concentrated	lb.	—	—
*Nominal			

Flavine	lb.	1.00	- 1.50
Fustic, Solid	lb.	.22	- .27
Crystals 100 p.c.	lb.	.30	- .40
Extract 42 deg.	lb.	.14	- .16 1/4
Liquid, 51 deg.	lb.	.15	- .19
Gall	lb.	.28	- .30
Hematin Extract 51 deg.	lb.	.14	- .15
Crystals, 100 p.c.	lb.	.30	- .32
Hyperic, liquid, 51 deg.	lb.	—	.24
Indigo, natural	lb.	2.00	- 2.50
Extract	lb.	.26	- .30
Indigotine, 100 p.c. pure	lb.	3.00	- 3.50
Logwood, solid	lb.	—	.25
Crystals, 100 p.c.	lb.	—	.28
51 deg., Twaddle	lb.	.12	- .17
Usage Orange, Extract 42 deg.	lb.	.09	- .10
Crystals, 100 p.c.	lb.	—	.20
Paste	lb.	—	.10
Persian Berries	lb.	—	—
Quebracho, see tanning.			
Quercitron, 51 deg.	lb.	.06 1/4	- .07 1/4
Powdered, 100 p.c.	lb.	.13	- .14

MISCELLANEOUS DYESTUFFS

Albumen, Egg	lb.	1.45	- 1.55
Blood, imported	lb.	.80	- .85
Domestic	lb.	.55	- .60
Prussian blue	lb.	.70	- .80
Soluble	lb.	.70	- .80
Turkey Red Oil	lb.	.15	- .20
Zinc Dust, prime heavy	lb.	.12	- .14
100-lb. tins	lb.	—	.12
520-lb. casks	lb.	—	.11
Carload lots	lb.	—	.10

DEXTRINES AND STARCHES

British Gum	per 100 lbs.	8.00	- 8.50
Dextrine, Corn, white or			
yellow	per 100 lbs.	6.75	- 7.00
Potato, white or canary	lb.	.17	- .18
Starch, Powd., bags & bbls.	—	5.35	—
Pearl, Globe, bags & bbls.	—	5.20	—
Potato, Domestic	lb.	.07 1/4	- .08
Imported, duty paid	lb.	.08	- .03 1/4

RAW TANNING MATERIALS

Algarobilla	ton	185.00	- 200.00
Divi Divi	ton	74.00	- 76.00
Hemlock Bark	ton	15.00	- 16.00
Mangrove, African, 38 p.c.	ton	110.00	- 125.00
Bark, S. A.	ton	60.00	- 65.00
Myrobalans	ton	50.00	- 60.00
Oak Bark	ton	15.00	- 16.00
Ground	ton	—	17.50
Quercitron Bark rough	ton	13.00	- 15.00
Ground	ton	27.00	- 28.00
Sumac, Sicily, 27 p.c. tan.	ton	—	120.00
Virginia, 25 p.c. tan.	ton	—	120.00
Valonia Cups	ton	—	—
Head	ton	—	—
Wattle Bark	ton	—	90.00

TANNING EXTRACTS

Chestnut, ordinary, 25 p.c. tan.	lb.	.03	- .03 1/4
bbls.	lb.	—	.03 1/4
Crystals, ordinary	lb.	—	—
Clarified	lb.	—	—
Gambier, 25 p.c. tan.	lb.	.17	- .18
Common	lb.	.09	- .11
Cubes, Singapore	lb.	.18	- .20
Cubes, Java	lb.	.14	- .16
Hemlock, 25 p.c. tan.	lb.	.05	- .05 1/4
Larch, 25 p.c. tan.	lb.	.04 1/4	- .04 1/2
Crystals, 50 p.c. tan.	lb.	.08 1/4	- .08 1/2
Mangrove, 55 p.c. tan.	lb.	.09	- .10
Liquid, 25 p.c. tan.	lb.	.08	- .10
Muskego, 23-30 p.c. tan.	lb.	.01 1/4	- .01 1/2
50 p.c. total solids	lb.	—	.01 1/4
Myrobalans, liq., 42-55 p.c. tan	lb.	—	Nominal
*Solid, 50 p.c. tan.	lb.	—	—
*Nominal			

Oak Bark, liquid, 23-25 p.c. tan.	lb.	—	.05 1/4
Quebracho, liquid, 35 p.c. tan.	lb.	—	.07 1/4
35 p.c. tan, untreated	lb.	—	.06 1/4
*35 p.c. tan, bleaching	lb.	—	.08
*Solid, 65 p.c. tan, ordinary	lb.	—	.12
*Clarified	lb.	—	.12
Spruce, liquid, 20 p.c. tan.	lb.	—	.01 1/4
50 p.c. total solids	lb.	—	.01 1/4
Sumac, liquid, 25 p.c. tan.	lb.	—	.06 1/4
Valonia, solid, 65 p.c. tan.	lb.	—	Nominal

Oils

ANIMAL AND FISH

(Carloads)

Cod Newfoundland	gal.	1.12	- 1.14
Domestic, prime	gal.	1.10	- 1.12
Norwegian	bbl.	—	108.00
Liver, Newfoundland	bbl.	90.00	- 92.00
Degras, American	lb.	.07	- .07 1/4
English	lb.	.07 1/4	- .08 1/4
Neutral	lb.	.14	- .15
Horse	lb.	—	.18
Lard prime	gal.	—	1.18
Old prime	gal.	—	1.23
No. 1	gal.	1.32	- 1.33
Extra, No. 1	gal.	—	1.40
No. 2	gal.	1.27	- 1.28
Menhaden, Light strained	gal.	1.20	- 1.23
Yellow, bleached	gal.	1.22	- 1.25
White, bleached, winter	lb.	1.24	- 1.27
*Northern, crude	gal.	—	—
Southern, crude, f.o.b. plant	gal.	—	.56
Neatsfoot, 20 deg.	gal.	—	2.25
30 deg., cold test	gal.	—	2.6
40 deg., cold test	gal.	—	1.90
Dark	gal.	1.60	- 1.65
Prime	gal.	1.75	- 1.80
Oleo Oil	lb.	.35	- .38
Red (Crude Oleic Acid)	lb.	—	.16
Saponified	lb.	—	.16
Sperm bleached winter			
38 deg., cold test	gal.	1.95	- 2.00
45 deg., cold test	gal.	1.90	- 1.95
Natural winter, 38 deg. cold	gal.	1.95	- 2.00
test	gal.	—	—
Stearic, single pressed	lb.	—	.20
Double pressed	lb.	—	.26
Triple pressed	lb.	—	.30
Tallow, acidless	gal.	1.50	- 1.55
Prime	gal.	1.45	- 1.50
Whale, natural winter	gal.	1.30	- 1.35
Bleached, winter	gal.	1.35	- 1.40

VEGETABLE OILS

Castor, No. 1 bbls.	lb.	—	.21
Cases	lb.	—	.19
No. 3	lb.	—	.19
China Wood Oil	lb.	22 1/2	- 33 1/4
Cocunut, Dom. Ceylon, bbls.	lb.	17 1/2	- 18
Cocunut, Tanks	lb.	16 1/2	- 16 1/4
Cochin, bbls. bbls., Dom.	lb.	19 1/2	- 19 1/4
*Tanks	lb.	18 1/2	- 19
Manila, tanks, coast	lb.	16 1/2	- 17
Corn, refined, bbls.	lb.	—	.23 1/2
Crude, Tanks	lb.	—	.20
Cottonseed, Crude, f. o. b.			
mills, in tanks	lb.	19 1/2	- 20
Summer, yel., prim., bbl.	lb.	20 1/2	- 21
*White	lb.	—	—
*Winter, yellow	lb.	23 1/4	- 23
Linseed, raw car lots	gal.	—	1.87
5 barrel lots	gal.	—	1.90
Bolled, 5-bbl. lots	gal.	—	1.93
Double Bolled, 5-bbl. lots	gal.	—	—
*Olive, denatured	gal.	2.50	- 2.55
Edible	lb.	3.10	- 3.20
Foots	lb.	19 1/2	- 19 1/4
Palm, Lagos casks	lb.	17 1/2	- 17 1/4
*Benin	lb.	—	.16 1/4
Niger	lb.	15 1/4	- 15 1/2
*Palm Kernel, domestic	lb.	—	—
*Imported	lb.	—	—
Peanut Oil, refined	lb.	26	- 27
*Crude, f.o.b. mills	lb.	23	- 24
Oriental, coast, tanks	lb.	22 1/2	- 23
Poppo Seed	gal.	2.75	- 3.00
Rapeseed, ref'd, bbl.	gal.	1.60	- 1.65
*Blown	gal.	1.65	- 1.70
*Sesame, domestic, edible	gal.	1.60	- 1.65
*Imported	gal.	—	2.50
Soya Bean, Tanks, Pac. Coast	lb.	16 1/4	- 16 1/2
New York, bbls.	lb.	17 1/2	- 17 1/4

GREASES, LARDS, TALLOW

(New York Markets)

Grease, white	lb.	.17 1/2	- .17 1/4
Yellow	lb.	.12 1/4	- .12 1/2
House	lb.	.12 1/4	- .13
*Nominal			

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Grease, Brown	lb.	.08	—	.10
Lard City	lb.	—	—	.23
Compound	lb.	—	—	.25
Stearine, lard	lb.	—	—	.32
Oleo	lb.	—	—	.21
Tallow, edible	lb.	—	—	.17½
City, prime	lb.	—	—	.14
(Chicago Markets)				
Tallow, edible	lb.	—	—	.17
City Fancy	lb.	—	—	.16½
Prime Packers	lb.	—	—	.16
Grease, Choice White	lb.	.16	—	.16½
"A" White	lb.	.15½	—	.16
"B" White	lb.	.14½	—	.15
Yellow	lb.	.13	—	.13½
Brown	lb.	.11½	—	.12½
Bone	lb.	.00½	—	.10½
House	lb.	.12½	—	.13
Stearine, prime oleo	lb.	—	—	.20½
Lard, city steam	lb.	—	—	.23

OIL CAKE AND MEAL		
Cottonseed Cake, f.o.b. Texas ..	—	—54.50
f.o.b. New Orleans ..	—	—
Cottonseed, Meal, f.o.b. Atlanta ..	—	—56.00
Columbia ..	—	—53.00
New Orleans ..	ton	—57.00
Corn Cake ..	short ton	55.00
Meal ..	short ton	59.00
Linseed cake, dom. ..	short ton	—80.00
Linseed Meal ..	short ton	—80.00
*Nominal.		

Miscellaneous

COCOA		
Accura	lb.	.18 — .19
Bahia	lb.	.20 — .22
Caracas	lb.	.25 — .28
Hayti	lb.	.18 — .18
Maracalbo	lb.	.28 — .30
Trinidad	lb.	.21½ — .23

SHELLAC		
"D. C.	lb.	— —
"Diamond "T"	lb.	— —
"Fine Orange	lb.	— —
"Second Orange	lb.	— —
"T. N.	lb.	1.25 — 1.30
A. C. Garnet	lb.	— —
*Button	lb.	— —
Regular bleached	lb.	— —
Bone, dry	lb.	— 1.40
Superfine	lb.	— 1.35

NAVAL STORES

(Carloads ex-dock)		
*Spirits Turpentine in bbls. gal.	1.65	— 1.70
Wood Turpentine, steam dis-		
tilled, bbls.	gal.	— 1.55
*Turpentine, Destructive dis-		
tilled, bbls.	lb.	1.50 — 1.55
Pitch, prime	200 lb. bbl.	1.50 — 1.55
Resin, common	280 lb. bbl.	— 17.00
Medium	bbl.	— 19.00
Pale	bbl.	— 25.00
Tar, kiln-burnt, pure 50-gal.	bbls.	12.50 — 13.00

Imports of Drugs and Chemicals, Dyestuffs, Etc.

Imports from Dec. 5 to Dec. 12

ACIDS—Cresylic, 32 drums, Dana & Co., Inc., Leith; Oxalic, 80 casks, 40 casks., W. R. Greff & Co., Rotterdam; Red, 1 bx., Brown Bros. & Co., Hull; Tartaric, 50 bbls., L'Appala, Soc., Genoa; 30 bbls., Brown Bros. & Co., Trieste

ALMONDS—Bitter, 83 bgs., Irving National Bank, Marseilles; 50 bgs., 400 bgs., Brown Bros. & Co., Marseilles; 550 bgs., British Bank of South America, Ltd., Trieste; 100 bbs., Guaranty Trust Co., Trieste; 150 bbs., Lloyd's Bank, Trieste; 200 bbs., W. Brandt's Sons & Co., Trieste; 450 bbs., Fruhling & Goschen, Trieste; 1,055 bgs., Brown Bros. & Co., Trieste; 4 bgs., Garri & Trusso, Messina; Sweet, 25 csk., The Cresca Co., Marseilles; 23 bbs., West India Co., Malaga; 11 cs., Brown Bros. & Co., Piraeus; 2,443 cs., 50 cs., Brown Bros. & Co., Catania

ALBUMEN—34 cs., E. Jolles & Co., Shanghai; 179 cs., 36 cs., National Importing Trading Co., Hankow; 112 cs., 573 cs., Stein, Hall & Co., Hankow; 112 cs., 373 cs., French, Kremer & Co., Hankow; Flak, 25 cs., O. J. Weeks & Co., Inc., Singapore

AMID—57 csk., Rhodia Chemical Co., Marseilles

AMMONIUM MURIATE—15 csk., Wing & Evans, Liverpool

ANTIMONY—Crude, 280 cs., Wah, Chung Trading Co., Shanghai; Oxide, White, 480 bgs., Wah Chung Trading Co., Shanghai; Regular, 1,000 cs., Wah Chung Trading Co., Shanghai

ARGOLS—222 bgs., Chas. Pfizer & Co., Lisbon

ARNICA—8 bbs., Brown Bros. & Co., Marseilles

BALSAM—Tolu, 30 cs., Commercial Bank of Spanish America, Puerto Colombia; 50 cs., George Amsinck & Co., Puerto Colombia; 20 cs., I. Brandon & Co., Puerto Colombia

BAKE—Cinchona, 18 cs., Schieffelin & Co., Rotterdam; 8 cs., Peek & Velsor, Rotterdam; Wattle, 3,019 bbs., 3,981 bbs., Brown Bros. & Co., Durban

BAY RUM—1 cs., J. P. Tarcardy, Puerto Antonio; 50 tierces, 35 cs., French & New York Medicine Co., San Juan

BEANS—Castor, 43 bgs., H. Mann & Co., Cape Haytian; Cocoa, 998 bgs., Mercantile Bank of America, Central American Ports; 150 bgs., Bonnett, Burton & Co., Central American Ports; 1,000 bgs., Guaranty Trust Co., Central American Ports; 500 bgs., F. E. Childs Co., Inc., Central American Ports; 200 bgs., National City Bank, Central American Ports; 200 bgs., R. A. Putnam Co., Central American Ports; 128 bgs., Melchior, Armstrong & Dessau, Port au Prince; 670 bbs., R. F. Downing & Co., Rotterdam; 400 bbs., British Bank of West Africa, Accra; 69,812 bbs., A. Roberts, Accra; 500 bbs., Federal Export Corporation, Kingston; 25 bgs., Brown Bros. & Co., Kingston; 115 bgs., J. H. Rayner & Co.,

Liverpool; 50 bgs., Suzarte & Whitney, Maracalbo; 429 bgs., Bliss, Dallett & Co., La Guayra; 150 bgs., De Lima, Correa & Cortisoz, La Guayra; 5,497 bgs., Guaranty Trust Co., Buenos Aires; 1,000 bgs., American Exchange National Bank, Buenos Aires; 3,006 bgs., Balfour, Williamson & Co., Bahia; 5,012 bgs., W. R. Grace & Co., Bahia; 500 bgs., National City Bank, Bahia; 1 bx., H. W. Peabody & Co., Durban; 200 bgs., W. Schall & Co., Paramaribo; 279 bgs., Willard Hawes & Co., Paramaribo; 200 bgs., Mercantile National Bank of America, Inc., Curapano; 90 csk., Meyer & Co., Curapano; 90 csk., Standard Commercial Co., Curapano; 40 bgs., I. Israel & Bros., Jeremie; 22 bgs., Kerr Trading Co., Jeremie; 110 bgs., 684 bgs., W. Schall & Co., Jeremie; 103 bgs., Haltrans Co., Jeremie; 40 bgs., Leon & Co., Jeremie; 60 bgs., George Amsinck & Co., Inc., Port Limon; 429 csk., Fruit Dispatch Co., Port Limon; 450 bgs., W. R. Grace & Co., Port Limon; 99 csk., Lionel Hagenares & Co., Port Limon; Locust, 1,000 bgs., T. Jaimson & Co., Lisbon; 1 bx., Pettit, Marshall & Co., Lisbon; 597 bgs., Bankers Trust Co., Samarang; 195 bgs., American Exchange National Bank, Tandjong Priok; Vanilla, 17 cs., Dodge & Olcott Co., Marseilles; 135 cs., A. Chris & Co., Marseilles; 72 cs., Brown Bros. & Co., Marseilles

BERRIES—Cubeb, 88 bgs., Harper, Marshall & Co., Singapore; 615 bgs., Winter, Ross & Co., Singapore

CAMPOR—50 cs., F. W. Frost & Co., Tientsin; 50 cs., Equitable Trust Co., Tientsin

CASEINE—138 bgs., W. Schall & Co., Buenos Aires; 165 bgs., Willard Supply Co., Buenos Aires; 376 bgs., Trademex's National Bank, Buenos Aires; 292 cs., East River National Bank, Buenos Aires; 1,809 bgs., 2,500 bgs., 1,667 bgs., Brown Bros. & Co., Buenos Aires; 2,502 bgs., 334 bgs., Guaranty Trust Co., Buenos Aires; 836 bgs., Canadian Consumers Caseine Co., Buenos Aires

COPRA—20 bgs., Franklin Baker Co., Port Antonio

CUTCH—200 bbs., Brown Bros. & Co., Liverpool

CUTTLEFISH BONE—30 cs., Smith, Kilne & French, Marseilles; 45 cs., G. W. Sheldon & Co., Marseilles; 23 bbs., McKesson & Robbins, Marseilles; 8 bbs., E. L. Liby & Co., Marseilles; 80 bbs., Van Loan Co., Marseilles; 60 bbs., American Express Co., Marseilles; 38 bbs., 14 bbs., 92 cs., 228 pkgs., 10 bbs., Brown Bros. & Co., Marseilles; 60 bbs., Baring Bros. & Co., Marseilles

DIVI-DIVI—1,461 bgs., Suzarte & Whitney, Curacao

DRAGON'S BLOOD—10 cs., Winter, Ross & Co., Havre; 1 cs., E. Lilly, Havre; 2

cs., R. F. Downing & Co., Havre; 1 cs., Parke, Davis & Co., Havre; 4 cs., Equitable Trust Co., Havre; 75 bgs., Dodge & Olcott Co., Singapore; 75 bgs., A. A. Stillwell & Co., Singapore; 70 bgs., Bank of Montreal, Singapore

DYE—4 bgs., Thomas Meadows & Co., Liverpool

DYESTUFFS—Annatto, 262 bgs., A. S. Lascelles & Co., Kingston; Gambier, 395 bgs., E. Boustead & Co., Singapore; 1,300 cs., Schmolli, Fils & Co., Singapore; Orchil Liquor, 10 csk., Brown Bros. & Co., Hull

EXTRACTS—Logwood, 180 lbs., Hayti Manufacturing Corporation, Cape Haytian; Nutgall, 1 bx., L. Serra, Genoa; Quebracho, 2,151 bgs., Brown Bros. & Co., Buenos Aires; 2,459 bgs., Bank of Montreal, Buenos Aires; 300 bgs., National City Bank, Buenos Aires

FLOWERS—Lily of the Valley, 80 cs., McHutchison & Co., Rotterdam; 52 cs., A. M. Schoob, Rotterdam; Marjoram, 5 bbs., A. Stallman & Co., Marseilles; Saffron, 1 cs., Brown Bros. & Co., Genoa

GELATIN, POWDERED—15 cs., P. H. Marners, Puerto Colombia

GLYCERIN—20 csk., 20 bbls., Brown Bros. & Co., Marseilles

GUM—Aloes, 6 cs., Suzarte & Whitney, Curacao; 365 cs., R. Desvervigne, Curacao; Chicla, 22 bbs., Colonial Bank, Demerara; 34 bbs., Roomer & Co., Progresso; 64 bbs., O. Rihoni, Progresso; Gamboge, 12 cs., 618 csk., Winter, Ross & Co., Singapore; Mastic, 20 cs., Gasterly, Piraeus; Tragacanth, Brown Bros. & Co., Southampton

HAZEL NUT KERNELS—209 bgs., George Grasspoulo, Constantinople; 974 bgs., Brown Bros. & Co., Constantinople; 200 bgs., Brown Bros. & Co., Salonika

HERBS—Medicinal, Miscellaneous, 26 bbs., Brown Bros. & Co., Trieste

IRON OXIDE—12 csk., Red Hand Composition Co., 300 bbs., 300 bbs., Hummel & Robinson, Malaga; 351 bbs., Federal Composition Co., Malaga; 55 bbs., C. J. Osborn Co., Malaga; 100 bbs., Downs & Co., Malaga

KOLA NUTS—5 bgs., A. S. Lascelles & Co., Kingston; 107 bgs., Royal Bank of Canada, Kingston; 56 bgs., Brown Bros. & Co., Kingston

LEAVES—Coca, 95 bbs., Baywood Chemical Works, Central American Ports; Jaborandi, 3 bbs., Brown Bros. & Co., Liverpool; Medicinal, Miscellaneous, 6 bbs., Peek & Velsor, Marseilles; 10 bbs., J. Schoregare, Marseilles; 29 bbs., Peek & Velsor, Marseilles; 94 bbs., Schieffelin & Co., Marseilles; 49 bbs., 90 bbs., 10 bbs., Brown Bros. & Co., Marseilles; 13 bbs., Harper, Marshall & Co., Singapore; Patchouli, 8 bbs., Winter, Ross & Co., Singapore; Sage, 2 bbs., B. Lopez Valeiros, Bilbao; 170 bbs., Brown Bros. & Co., Marseilles

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Patent Leather Dopes	Heavy Base Solutions
Waterproof Belt Cements	Amylate Solutions

Chemicals

Ethyl Propionate (Propionic Ether)	Glacial Acetic Acid
Ethyl Butyrate (Butyric Ether)	Nitrate of Ammonia
Dinitrotoluol (D.N.T.)	Nitrobenzene
Valerates	(Oil of Myrbane)
Zinc Valerate	Ether—Technical
Ammonium Valerate U.S.P.	
Quinine Valerate N. F.	
Iron Valerate U.S.P.	

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LIME JUICE—21 cs., J. E. Kerr & Co., Kingston.

MEDICINES—Miscellaneous 1 cs., Mallinckrodt Chemical Works, Buenos Aires; 38 bbls., Brown Bros. & Co., Marseilles; 3 cs., F. B. Vandegrift & Co., Genoa; 29 cs., J. Personeni, Genoa.

MERCURY—1 cs., T. Cook & Son, Rotterdam; 1 cs., L. Vitelli, Naples.

OILS—Cresote, 100 csk., Bemuth, Lemcke Co., Inc., Leith; **Harlem**, 50 cs., National Bank of South America, Rotterdam; 10 cs., American Express Co., Rotterdam; **Linseed**, 400 bbls., Gray & Co., Hull; 64 bbls., Quantity, bbls., Brown Bros. & Co., Hull; 230 csk., W. Van Doorn, Rotterdam; **Olive**, 2 cs., Strohmeyer & Arpe Co., Bilbao; 3 cs., E. Martin, Marseilles; 60 cs., Panama Railroad Line, Marseilles; 25 cs., Rockhill & Victor, Marseilles; 25 cs., Austin, Nichols & Co., Marseilles; 100 cs., A. Escoffier Figlie, Genoa; 130 cs., Brown Bros. & Co., Genoa; 3,000 bbls., F. N. Glavi, Malaga; 10 bbls., Brown Bros. & Co., Piraeus; **Sulphur**, Green, 300 bbls., Brown Bros. & Co., Trieste.

OILS, ESSENTIAL—25 cs., A. Chris & Co., Marseilles; 1 drum, Bank Barcelona, Malaga; 1 cs., Banca Hispano American, Malaga; 2 drums, Brown Bros. & Co., Malaga; **Aetheric**, 10 cs., Dodge & Olcott Co., Rotterdam; **Aniseed**, 25 cs., A. Stillwell & Co., Tientsin; **Juntier Berry**, 1 cs., C. L. Huisking, Rotterdam; **Citronella**, 17 bbls., G. De Vries & Sons, Tandjong Priok; 73 drums, Brown Bros. & Co., Tandjong Priok; **Coriander**, 1 cs., Magnus, Mabee & Reynard, Rotterdam; **Lemon**, 100 1/4 cs., Baring Bros. & Co., Ltd., Messina; 200 1/4 cs., East River National Bank, Messina; **Mustard**, 1 cs., A. Chris & Co., Rotterdam; 4 cs., Magnus, Mabee & Reynard, Rotterdam; **Orange**, 10 cs., Gillespie Bros. & Co., Kingston; 7 cs., 15 cs., A. S. Lascelles & Co., Kingston; 10 cs., J. E. Kerr & Co., Kingston; **Orange**, Sweet, 96 cs., National Aniline & Chemical Co., Kingston; 21 cs., Brown Bros. & Co., Kingston; **Pettigrain**, 20 cs., National Bank of Commerce, Buenos Aires; **Vetiver**, 1 drum, George Lucders & Co., Rotterdam.

OPTUM—1 cs., L. Loncovic & Co., Salonic; 50 cs., Gulbenkian & Co., Constantinople; 10 cs., Brown Bros. & Co., Constantinople; 25 cs., 3 cs., 4 cs., Brown Bros. & Co., Smyrna; 23 cs., International City Bank,

Smyrna; 3 cs., Pantaleon Bros., Smyrna; 6 cs., York Mercantile Co., Smyrna; 25 cs., McKesson & Robbins, Piraeus; 22 cs., National City Bank, Piraeus.

ORANGE PEEL—3 cs., J. Schonigang, Marseilles.

PERFUMERY—4 cs., C. J. Tuler, J. Manheimer, Marseilles; 4 cs., B. Altman & Co., Marseilles; 14 cs., American Express Co., Marseilles; 50 cs., Brown Bros. & Co., Marseilles; 2 cs., C. L. Huisking, Rotterdam; 3 cs., Marks & Co., Havre; 12 cs., E. Fougere & Co., Havre; 39 cs., Roger & Gallet, Havre; 4 cs., George Borgfeldt & Co., Havre; 3 cs., F. B. Vandegrift & Co., Havre; 2 cs., Park & Tilford, Havre; 1 cs., R. H. Macy & Co., Havre; 96 cs., A. H. Smith & Co., Havre; 35 cs., Holtrans Co., Inc., Cartagena.

POTASSIUM SALTS—Bromide, 15 csk., C. L. Huisking, Inc., Rotterdam; **Cyanide**, 27 cs., L. Huisking, Inc., Rotterdam; **Muriate**, Quantity, German Kali Works, Rotterdam; 1 lot, German Kali Works, Rotterdam; **Prussiate**, 14 csk., C. L. Huisking, Inc., Rotterdam; **Red**, 20 csk., C. L. Huisking, Inc., Rotterdam.

QUININE SULPHATE—22 cs., Thos. Meadows & Co., Southampton.

ROOTS—Ipecac, 2 bgs., Ultramarine Corporation, Puerto Colombia; **Licorice**, 100 bgs., Brown Bros. & Co., Catania; **Medicinal**, **Miscellaneous**, 62 bgs., Anderson & Co., Marseilles; 63 bgs., H. Benhart & Co., Marseilles; 71 bbls., Brown Bros. & Co., Marseilles; 26 bbls., Brown Bros. & Co., Venice; **Rhubarb**, 21 cs., O. J. Weeks & Co., Hankow; **Sarsaparilla**, 17 bgs., Harver National Bank, Tampico; 50 bbls., L. Bretzfelder & Co., Tampico; 60 bbls., Brown Bros. & Co., Central American Ports.

SANDALWOOD—44 bskts., Green & Co., Macassar; 836 pieces, Green & Co., Macassar.

SEED—Canary, 908 bgs., National Bank of Republic, Buenos Aires; **Caraway**, 100 bgs., Habicht, Braun & Co., Rotterdam; **Castor**, 18 bgs., W. Reed & Williams, Puerto Colombia; 201 bgs., Scholtz & Co., Porto Cabello; **Celery**, 50 bgs., 5 bgs., Brown Bros. & Co., Marseilles; **Cumin**, 190 bbls., 180 bgs., Brown Bros. & Co., Marseilles; **Linseed**, 12,444 bgs., Smith & Schipper, Buenos Aires; 24,491 bgs., Spencer, Kellogg, Inc., Buenos Aires; 16,727 bgs., Brown Bros. & Co., Buenos Aires; **Medicinal**, **Miscellaneous**, 38 bgs., P. H. Petry & Co., Marseilles; 60 bbls., American Express Co., Marseilles; 75 bgs., Baring Bros. & Co., Marseilles; 35 bbls., 37 bgs., Brown Bros.

& Co., Marseilles; **Mustard**, 100 bgs., Levy, Lens & Co., Rotterdam; 150 bbls., Irving National Bank, Trieste; 100 bgs., W. Schall & Co., Catania; 250 bgs., Exchange National Bank, Southampton; **Mustard**, Yellow, 169 bgs., Catz, American Co., Rotterdam; **Poppy**, Blue, 56 bgs., 1000 bgs., 490 bgs., Catz American Co., Rotterdam; 181 bgs., D. P. Crulshank, Rotterdam; 75 cs., Levy, Marseilles & Co., Rotterdam.

SODA, CAUSTIC—1 drum, South & Central American Commercial Co., Maracaibo.

SODIUM CYANIDE—41 cs., C. L. Huisking, Inc., Rotterdam.

SPICES—Cloves, 2,000 bbls., Childs & Joseph, Durban; 12 bbls., Childs & Joseph, Durban; 750 bbls., Brown Bros. & Co., Durban; **Ginger**, 50 csk., Ruykhaver Bros., Tientsin; 25 csk., E. Beneche & Bro., Tientsin; 100 csk., R. U. Delapenna & Co., Tientsin; 50 csk., E. Naumberg & Co., Tientsin; **Pepper**, Black, 1,016 bgs., Durel & Dodge, Tandjong Priok; 285 bgs., National City Bank, Tandjong Priok; 1,200 bbls., I. Harrison & Crosfield, Inc., Tandjong Priok; 3,400 bgs., Java, Holland, American Co., Tandjong Priok; 924 bgs., E. Bolassevain & Co., Tandjong Priok; 1,478 bgs., Old & Wallace, Tandjong Priok; 324 bgs., Citizens National Bank, Tandjong Priok; 2,200 bgs., 3,000 bgs., Brown Bros. & Co., Tandjong Priok; 50 bgs., A. Kraemer & Co., Singapore; **White**, 287 bgs., American Exchange National Bank, Tandjong Priok; 850 bgs., L. Littlejohn & Co., Tandjong Priok; 150 bgs., Lewis & Co., Singapore; 825 bgs., Van Loon & Co., Singapore; **Pimento**, 150 bgs., Royal Bank of Canada, Kingston.

SPONGES—9 cs., Lasker & Bernstein, Rotterdam.

SULPHANAS—8,876 bxs., Brown Bros. & Co., Smyrna.

TARTAR—32 bgs., Wood & Selick, Inc., Marseilles; 75 bgs., Tartar Chemical Works, Marseilles; 195 bbls., Chas. Pizer & Co., Marseilles; 86 bgs., Southern Sales Co., Marseilles.

TITANIUM—10 cs., Pfaltz & Bauer, Rotterdam.

WATER—Mineral, 5 cs., American Express Co., Marseilles; 1 cs., G. W. Sheldon & Co., Rotterdam; 1,480 cs., Apollinaris Agency, Rotterdam; 100 cs., V. P. Bergond, Genoa; 50 cs., J. Munroe & Co., Rotterdam; 470 cs., Apollinaris Agency, Rotterdam.

WAX—Bees, 10 cs., 5 bgs., A. Philippi Co., San Juan; 86 bgs., Winter Ross & Co., Macassar.

FULLER REPORTS FOR EXPORTERS

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Dec. 15.—Plans are under way for the expansion of the commercial intelligence section of the Bureau of Foreign and Domestic Commerce, according to the annual report just submitted by the Director to the Acting Secretary of Commerce. The work of this character hitherto done by the Bureau has consisted in furnishing trade lists for various lines of business, without any information as to the relative importance of the firms shown or the character of the business conducted by them—that is, whether wholesale, retail, general importing, commission transactions, or business of other types. Many of these lists have become entirely obsolete since the beginning of the war; others are composed of very few names.

In quoting prices to a new foreign firm, it is pointed out, it is often essential that the American manufacturer be informed concerning the character of the business of the foreign firm, in order to avoid the possibility of quoting wholesale prices to a retailer. In connection with contemplated agency arrangements, it is highly desirable for the American firm to possess at least a general idea of the relative standing in the community of the prospective agent under consideration, so that a profitable market may not be tied up for a series of years in the hands of an inexperienced (or possibly an unreliable) representative.

GOVERNMENT TO SELL CHEMICALS

The War Department has requested informal proposals from chemical manufacturers, dealers and distributors to market its surplus stocks of manufacturing chemicals, acids and allied products on a commission basis.

Proposals to dispose of these surplus stocks will be received up to and including Dec. 22, and should be addressed to the raw materials and scrap section office of the Director of Sales, Washington, to discuss proposals.

The successful bidder will be required to contract with the Government to handle the entire quantity of all surplus chemicals, acids and allied products incorporated in the inventory, which will be made a part of the contract. No offer to handle a portion of the available surplus or any single product included in the inventory will be considered.

The following is an enumeration of the principal products which will be embraced in the proposed contract and the approximate surplus of each:

Mixed acid, 17,138,000 pounds; nitric acid, 829,000 pounds; oleum, 6,153,000 pounds; sulphuric acid, 43,880,000 pounds; acetic acid, 65,000 pounds; absorbent oils, 81,300 gallons; calcium carbide, 636,000 pounds; diphenylamine, 100,000 pounds; naphthalene flakes, 511,000 pounds; magnesia powder, 21,000 pounds; potassium chlorate, 10,500 pounds; solvent naphtha, 28,200 gallons; caustic soda, 109,000 pounds; methylacetate, 500,000 pounds; miscellaneous oils, 350,000 gallons.

Patents

Copies of patents may be obtained as follows: United States, 5 cents each; send to United States Patent Office, Washington, D. C.; French, one franc; send to M. M. Belin et Cie, 56 Rue des Francs-Bourgeois, Paris, for patents of the years 1902-1907, and to L'Imprimerie Nationale, 88 Rue Vieille du Temple, Paris, for patents of later date. German, one mark; send to Patent Office, Berlin. British, eight pence; send to Patent Office, London. Postage must be sent for British patents. Stamps are not accepted in payment for U. S. patents. In ordering patents, the number, name of patentee and subject of invention must be stated.

Granted Dec. 2, 1919

- 1,323,229—Cleburne A. Basore, Pittsburgh, Pa., assignor of one-half to The Koppers Company. Purification of liquids.
- 1,323,231—Harold S. Davis, and Saul D. Semenow, Pittsburgh, Pa., assignors to The Koppers Company. Purification of liquids.
- 1,323,263—Hans A. Frasca, New York, N. Y. Dyestuff.
- 1,323,284—Ray P. Jackson, Edgewood Park, Pa., assignor to Westinghouse Electric and Manufacturing Company. Method of hardening synthetic resins.
- 1,323,285—Carl Jagerspacher, Basel, Switzerland, assignor to Society of Chemical Industry in Basle, Basel, Switzerland. Azo dyestuffs dyeing on mordants and process of making same.
- 1,323,361—Peter Grabler, Lakewood, and Joel G. Phipps, Cleveland, Ohio, assignors to The Youmans Machine Company. Apparatus for mixing and dispensing heavy liquids.
- 1,323,367—Henry A. Kohman, Truman M. Godfrey, and Lauren G. Ashe, Pittsburgh, Pa., assignors to Ward Baking Company, New York, N. Y. Method of comminuting hard fats.
- 1,323,528—John G. Gotty, Jacksonville, Fla. Process for lining turpentine barrels.
- 1,323,540—Hugh K. Moore, Berlin, N. H., assignor to Brown Company, Portland, Maine. Process of making ethyl alcohol from wood.
- 1,323,589—Louis Gottschalk, Rahway, N. J.; Esther Gottschalk administratrix of Louis Gottschalk, deceased. Process of synthetically producing rubber or like substances.
- 1,323,623—Karl Farkas, Glen Ridge, N. J. Process of producing dense metal rods of fine powders.
- 1,323,624—Edmund M. Flaherty, Parlin, N. J., assignor to E. I. du Pont de Nemours and Company, Wilmington, Del. Pyroxylin solvent and composition containing the same.
- 1,323,690—Julian S. Gravelly, New Haven, Conn., assignor to Winchester Repeating Arms Company. Process of purifying manganese dioxides.
- 1,323,735—Otto N. Berndt, Chicago, Ill., assignor to Lindsay Light Co. Art of recovering thorium from monazite sands.
- 1,323,764—Mathias Hauber, Jr., West Haverstraw, N. Y. Recovery of potassium and aluminum compounds.
- 1,323,792—Alexander Schwarzman, Buffalo, N. Y., assignor to Spencer, Kellogg & Sons, Inc. Process of treating pyroxylin and products thereof.
- 1,323,836—William D. Coolidge, Schenectady, N. Y., assignor to General Electric Company. Method of removing gases and apparatus produced thereby.
- 1,323,847—Achille Dryen, Tubize, Belgium, assignor to Societe Anonyme Fabrique de Soie Artificielle de Tubize, Tubize, Belgium. Method for the concentration of sulphuric acid.
- 1,323,879—George N. Libby, Berkeley, Cal. Process of oxidation of sulphides.
- 1,323,951—Clayton W. Bedford Akron, Ohio, assignor to Goodyear Tire and Rubber Company. Art of preparing caoutchouc substances and vulcanization product therefrom.

TIN MARKET STRONG

The tin market continues strong, in keeping with the situation in London and the East, but demand in the local market is light at the moment, though it is likely to improve when coal conditions warrant an active resumption in tin plate operations. Importers' quotations are 53¼¢ to 53½¢ for spot and nearby and 53½¢ to 53¾¢ for shipment from London and the Straits.

London has been advancing. Cables quoted standard tin at £309 for spot and £310 10s for futures. Straits were given at £309 10s for spot and £308 10s for shipment from the East in a firm market. Arrivals so far this month have been 1,955 tons, of which 1,315 tons were at Atlantic ports and 640 at the Pacific Coast. There are afloat for this country 5,700 tons.

Manufacturers of carbonic acid gas should find a ready sale for their product in all parts of Mexico, as every town and city has bottling plants for soft drinks which require large quantities.

New Incorporations

The Camthol Corporation, Dover, Del., capital \$600,000. Camthol drug. T. L. Croteau, P. B. Drew, H. E. Knox, incorporators representing a Wilmington (Del.) trust Co.

The Hudson Laboratories, Manhattan, capital \$20,000. Medicinal preparations, dyes and drugs. E. Horney, E. Tartell, M. Stahl, 127 Cannon st., New York.

Ray Brothers Corporation, Manhattan, capital \$20,000. Salts, nitrates and sugar products. S. Schnaps, J. Leiman, A. M. Grill, 2 Rector st., New York.

The Louise Guenther Chemical Co., Manhattan, capital \$10,000. M. B. Cohn, H. A. Cone, A. S. Jasper, 165 East 116th st., New York.

Atmospheric Nitrogen Corporation, Manhattan, capital \$5,000,000. Chemicals and air products. E. L. Pierce, H. H. Handy, H. Otis, Syracuse, N. Y.

Easton Dye and Chemical Corporation, Manhattan, capital \$25,000. A. Jacobson, H. Bloom, S. Berger, 261 Broadway, New York.

Fino, Inc., Manhattan, capital \$15,000. To make chemicals. R. Conlon, W. H. Woolley, W. J. Rapp, 64 Wall st., New York.

Joseph Dabney Varnish Co., Dover, Del., capital \$1,100,000. Saunders F. Jones, William C. Dabney, William Veeheman, all of Louisville, Ky.

Best Medicine Co., Dayton, Ohio, capital \$100,000. John H. Best, George W. Moss, Columbus, Ohio; G. W. Shade, Dayton.

Service Laboratories, Inc., Brooklyn, capital \$15,000. Drugs and chemicals. N. Buell, F. G. Hoyt, G. H. Fein, 148 Penn st., Brooklyn.

Carmen Supply Co., Inc., Manhattan, capital 260 shares preferred stock, \$100 each; 1,000 shares common stock, no par value; active capital \$75,000. To make bleaching powders, alkalies and chemicals. A. L. Becker, J. J. Franc, Y. E. Sheer, 60 Broadway, New York.

George W. Bumm, Inc., Dover, Del., capital \$10,000. To acquire salt mines and salt works. Harvey Bumm, G. Raymond Bumm, Mary C. Arnold, Philadelphia.

Lu-Pe-Do Sales Corporation, Buffalo, N. Y., capital \$10,000. To make lubricants. M. J. Van Aerman, J. N. Souders, H. A. Zimmerman, Buffalo.

Parelwalas, Williams & Co., Inc., Manhattan, capital \$25,000. Drugs. A. D. and J. A. and R. V. Williams, Buffalo, N. Y.

R. and Z. Corporation, Brooklyn, N. Y., capital \$10,000. Chemicals. C. and S. Rubin and T. Zimmerman, 766 East Second st., Brooklyn.

Dissolutions—C. Kalle Color and Chemical Co., Inc., Manhattan.

Capital Increases—The Radium Co. of Colorado, Inc., Manhattan, from \$600,000 to \$1,200,000.

Authorization—Frontier Soap Co., Delaware, \$3,000,000. Representatives, J. C. Roberts, Buffalo, N. Y.

R. M. Ladd, formerly special analyst for the Aetna Works, Aetna Explosives Co., Inc., and more recently operator at the naphthalene plant of the Illinois Steel Co., Gary, Ind., is now chief chemist and factory manager of the Egg-O Baking Powder Co., Ltd., Hamilton, Ont., Canada.

The steamer Zuiderdyk arrived from Rotterdam with 37 cases cinchona bark, 40 casks yellow prussiate potash, 9,452 bags muriate of potash, 15 packages potash bromide, 29 packages red prussiate potash, 27 cases cyanide of potash, 41 cases of cyanide of soda.

Books of Trade Interest

A TREATISE ON FEDERAL TAXES, including those imposed by the Revenue Act of 1918 (enacted February, 1919) and other United States Internal Revenue Acts now in force. With commentaries and explanations, references to the rulings and regulations of the Treasury Department and pertinent decisions of the courts. By Henry Campbell Black, LL.D. 4th edition. 8 vo., 704 pages, buckram. Kansas City, Mo., Vernon Law Book Company.

The numerous and radical changes, both in substance and in detail, introduced into the system of Federal internal-revenue taxes and the processes of their collection by the Revenue Act of 1918 suggested the necessity for the revision of Dr. Black's work, which has long been considered a standard work on the subject of Federal taxation. This new edition includes a consideration, not only of the income tax, but also of the estate tax, the war profits and excess of profits tax, the capital stock tax on corporations, the excise taxes on various occupations, the taxes on transportation, communication and insurance; the stamp tax, and the excise, commodities, and miscellaneous taxes laid by the act of 1918, as well as general chapters on the assessment, payment, and collection of internal revenue taxes, and on the refunding and recovery of taxes illegally exacted. The full text of the income tax provisions of the new law is set forth verbatim in an appendix. Throughout the volume the author's constructions of the law are supported by copious references to decisions that have been passed upon by the courts.

TECHNO-CHEMICAL RECIPE BOOK. Compiled and edited by William T. Brannet, and William H. Wahl, Ph.D. New and enlarged edition to which have been added many new formulas and processes. Illustrated. 12 mo., 516 pages, cloth. New York, Henry Carey Baird & Co.

This is a new edition of a work which has been long known to workers in many technical lines, containing thousands of receipts and processes relating to chemical technology and their practical application in the useful arts and industries. Most every manufacturer has experienced occasions when a receipt or suggestion for a process would have proved profitable to him, and the chances are that he will find something relating to his need in this book. The materials for the book have been principally derived from German technical literature, which, the compilers state, is especially rich in receipts and processes that are to be relied on; most of them having been practically tested by competent men before given to the public. The statement is made that the matter in previous editions has been read and revised, and the scope of the work augmented by the addition of numerous miscellaneous receipts, thereby bringing the book well down to date. Besides the alphabetical arrangement of the formulas, a carefully prepared index serves to render reference to the various receipts and processes an easy matter.

A BIBLIOGRAPHY OF THE ROASTING, LEACHING, SMELTING AND ELECTRO-METALLURGY OF ZINC. Compiled by Harold L. Wheeler, A.B., E.L.S. Technical Series Bulletin, 8 vo., 388 pages, Rolla, Mo. Published by the School of Mines and Metallurgy, University of Missouri.

This list of references, compiled chiefly for the use of instructors and students of the metallurgy department of the Missouri School of Mines, is based chiefly on the collection of material in the library, although fully half of the references relate to material located elsewhere. Taken as a whole, the list is reasonably complete, and represents the enormous literature relating to zinc, especially in the cases of patents. The various subjects are taken up in the following order: Some references on the general metallurgy of zinc; roasting leaching; smelting; electrothermic smelting; electrolysis of fused materials; electrolysis of aqueous solutions;

electrolytic zinc plants; spelter; list of zinc smelting plants in the United States; list of electrolytic zinc plants in the United States.

SOME OBJECTIONS TO PROFIT-SHARING

"Applied Profit Sharing" is the title of a pamphlet by George Clary Wing, of Cleveland, Ohio, who discusses the question of bonuses, welfare work, stock purchases by employees, the United States Steel Co's system of distribution of earnings to salaried men, and other efforts by large interests to hold together a force of picked men and make it a vital asset of the business. Commenting upon the efforts of large shareholders to interest desirable employees in the company by a sale of stock, as the time approaches when the original founders wish to retire, Mr. Wing says:

"Attempts to this end, however, in some respects, have always fallen short of the aim, been disappointing and short lived. A principal holder of this kind, for instance, believes that the services of certain younger men are worth to the company and to him, something over and above their respective salaries, and would secure their loyalty and zeal in an accumulating degree. He frames an arrangement having the appearance at least of a sale of a considerable block of his stock, to be held by the seller until the full price is earned. He reasons that the longer the buyers stay in the service, the harder they work, and the more successful their efforts, the more strongly will they be cemented to the company, and more potent will have to be any inducement to leave. But, let the buyer or the seller in such arrangement die before the stock can be claimed; or creditors of either undertake to ascertain and subject their interests and equities in the transaction, and complications will at once arise.

"Such a plan has but a limited application also, since it cannot be put into effect until shareholders are found who are willing to part with stock at very attractive prices to buyers, and employees who are willing to run in debt for the price. Considered as a permanent policy, the proposition is narrow in scope and nothing else than the selling out of the interest of stockholders as they become inactive in the business, to salaried employees of the company as they become active, a course too much dependent upon individual dispositions and uncertain situations to be an accepted solution of the problem."

SHOULD PATENT RESEARCH DISCOVERIES

The necessity on the part of public laboratories, whether maintained by the Government, educational institutions or private endowment, of having a definite patent policy to the end that their own interests, as well as those of the public, may be conserved, is pointed out in an article in the Journal of the Patent Office Society by Wm. D. Shoemaker. He states in part:

"Inventions without patent protection, unless of striking value, are not likely to become practically available to the public. Hard-headed financiers, manufacturers and business men do not recognize them as possibilities for profit, and these are the agents through whom they must be made of value to the public. With patent protection, however, they are of greater value to the commercial man, and he is often willing to pay for the privilege of using a patented invention, as he can be assured that competition in the use or production of it will be limited."

Dr. John D. Haseman told members of the Kiwanis Club, Atlanta, Ga., that the Okefenokee Swamp has deposits of sap brown, used in paints, paper and calcimines.

Treasury Decisions

The U. S. Court of Customs Appeals has modified a decision of the Board of U. S. General Appraisers relating to assessment of duty on containers of hydrosulphite of soda. About three quarters of the containers cannot be opened without practically destroying them. The remainder have screw tops. The collector of customs assessed the contents correctly at 15 per cent ad valorem, and the containers at 20 per cent under paragraph 127, tariff act of 1913. The Board of General Appraisers sustained a protest by the importers, and an appeal was taken by the Government to the Court of Customs Appeals, which modified the decision by sustaining the assessment as to three-quarters of the containers and sustaining the decision as to the remainder.

The U. S. Court of Customs Appeals reversed the finding of the Board of General Appraisers in the case of the United States versus the National Gum and Mica Co. The merchandise imported was gum karaya which was assessed 10 per cent ad valorem. The importers claimed free entry. The protest was combined with three other protests then pending which related to similar merchandise. The Board held that the merchandise was entitled to free entry as a crude drug within the provision of paragraph 477, tariff act of 1913. The decision of the Board was modified by the Court of Customs Appeals, owing to the fact that the protest failed to claim free entry under paragraph 477, and the case was remanded for correction on this point.

The case of the United States versus Mallinckrodt Chemical Works involved an importation of homatropine hydrobromide, consisting of ten ounces of the powder in a single glass bottle, packed in a wooden box, the entire parcel weighing less than 2½ pounds. The importation was entered for duty as an alkaloid dutiable at 15 per cent ad valorem, but the collector assessed duty at the rate of 20 per cent ad valorem as a chemical or medicinal compound or combination under paragraph 17, act of 1913. The importers protested and the Board of General Appraisers sustained the protest, and the Government appealed. The Court of Customs Appeals reversed the decision of the Board, holding that the Board had based its finding on what Congress "had in mind," while in reality the language of paragraph 17 is "unambiguous, unmistakable, and unqualified," and should, therefore, be free from extraneous construction. The sole and single test expressed in the provision is that of weight alone with no reference to price, quality, method of manufacture or other consideration.

The plant of the Tungsten Products Co., which was established in Baltimore some time ago to manufacture articles from tungsten, and which passed into the hands of a trustee, was sold on Nov. 3 to Ralph J. M. Bullowa, representing some New York interests, for \$30,500.

The National Lead Company has completed the erection of a plant in one of the east-bay suburbs of San Francisco, Cal., and will shortly transfer a part of its activities there from Selby, Cal., where large smelting works are maintained.

The Bully Hill Mines, Inc., will erect a zinc reduction works at Winthrop, Cal., next year, at a cost of about \$750,000. R. E. Beale is general manager of the company.

V. A. Scully, 1765 Broadway, has been appointed New York representative of the Kelso Manufacturing Co., a New Jersey corporation manufacturing asbestos.

GOVERNMENT MUST HELP TO BUILD UP FOREIGN TRADE, SAYS E. E. PRATT

Vast Areas Waiting on the Action of the United States, He Tells the New Orleans Association of Commerce—Definite Policy Needed on Many Issues

In an address before the Association of Commerce, at New Orleans, Dr. E. E. Pratt, formerly Chief of the Bureau of Foreign and Domestic Commerce, Department of Commerce, Washington, and now president of the exporting concern of E. E. Pratt and Co., Inc., New York, asserted that the inactivity of our Government in the present international situation is likely to have most serious effects upon our foreign trade and might even lead to a crisis of unprecedented proportions in the United States.

"Think for a moment of the vast area awaiting on the action of this Government, for the restoration of normal everyday life—Germany, Austria-Hungary, Poland, Czecho-Slovakia, Finland, Estland, Courland, Latvia, Ukraine, Jugo-Slavia, Bulgaria, Roumania, Turkey and a large part of Asia Minor. These countries cannot move a hand or foot until we say the word, and we remain silent. We, the United States, are preventing the resumption of normal business in Europe, and we, and our Government, will probably be responsible this winter for the loss of more lives than were lost during the great war.

"Not only are the countries that I have mentioned suffering; but we, by our inactivity, by our lack of substantial assistance, have virtually brought our valiant Ally, Italy, to the brink of revolution.

"Our failure to financially assist courageous and stricken France has delayed her recovery by a dozen years.

"Our support of the position of Japan in regard to Shantung has created a sore spot in the Far East that has sowed the seeds of a struggle there that may be scarcely less gigantic, scarcely less bloody and scarcely less cruel than the great war with Europe.

"I have spent some time in criticising the lack of activity on the part of our Government. You probably may ask, 'What could the Government do?' The following may be suggested:

"I. The Government could establish a nominal peace.

"II. The Government could guarantee loans to the new countries of Central Europe.

"III. The Government could guarantee credits for merchants seeking to do business in Central Europe.

"IV. The Government could declare a definite policy in regard to the foreign investments of American citizens.

"V. The Government could determine upon and announce a definite policy in regard to Mexico.

"VI. The Government could determine upon and announce a definite policy in regard to Russia.

"VII. The Government could accept some of the responsibility that rightfully belongs to the strongest nation in the world, a nation expressing certain high ideals, for example, the mandate of Turkey or Armenia, or the places on the various commissions appointed under the Peace Treaty.

"VIII. The officers of our Government could leave off building political fences, and nursing presidential booms long enough to attack in some more vital place than the newspapers the grave problems that face us at home, such as the spread of social unrest, increasing prices, waste, speculation and a host of others."

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